Volume V, No. 12 August, 1930

# SOAP

with which is included

**Insecticide & Disinfectant Review**

Published by MacNair-Dorland Company, Inc., 136 Liberty Street, New York, N. Y.

Reference Dept
7th Tier


## CITRENE

SOAPMAKERS — Economize on raw material costs and improve the scent of your soap by using Citrene.

"It is good purchasing to buy Citrene."

Citrene is also useful in polishes.

*Send for sample and descriptive folder.*

**Givaudan-Delawanna, Inc.**
80 FIFTH AVENUE, NEW YORK, N. Y.

GIVAUDAN AROMATIC PRODUCTS DELAWANNA

*Have you examined our Terpineol Prime No. 1?*

# The American Source of Supply

# Methyl - - - - Anthranilate

**DOW**

Purchase Methyl Anthranilate from the dependable American source of supply—Dow. This reliable product has proved its sterling worth time and again in the manufacturing processes of Synthetic flavors and extracts, and perfumed cosmetics.

Manufacturers who have been using Dow Coumarin, Methyl Salicylate, and Paradow for years know that the Dow trademark on any chemical product is assurance of unquestioned purity and uniformity—and of dependable delivery.

A trial of Dow Methyl Anthranilate will prove definitely that Dow quality is an important factor in the quality production of your products—try it.

## THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN

# Those who would build well . . . must build on STRONG FOUNDATIONS!

By CARL R. MILLER

*No. 4 in a series of advertisements describing the position of The Mathieson Alkali Works in the chemical industry.*

WHEN you look upward to the topmost stone of a towering monument you see its tremendous height . . . but you do not see the deep-lying foundations that support the structure. Likewise, when you purchase Mathieson products you may not realize how deep-set are the foundations of Mathieson service.

The Mathieson name on chemicals is a symbol of the highest quality products that modern science, modern methods and modern equipment can produce. Processes that have taken years to perfect . . . equipment that represents an investment of millions . . . technical knowledge of chemical manufacture born of years of research — these are a few of the foundations responsible for the fact that Mathieson products serve you better and give you uniform results.

Send for list of available literature describing various uses of Mathieson chemicals.

*The* MATHIESON ALKALI WORKS *(Inc.)*

250 PARK AVENUE NEW YORK, N. Y.

PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI

*Works:* Niagara Falls, N. Y.—Saltville, Va.

*Warehouse Stocks at all Distributing Centers*

MATHIESON CHEMICALS

SERVICE

RESOURCES | RESEARCH

Great Structures Rest on Strong Foundations

# MATHIESON CHEMICALS

Soda Ash . . . Liquid Chlorine . . . Bicarbonate of Soda . . . HTH (Hypochlorite) . . . Sulphur Dichloride . . . Caustic Soda . . . Bleaching Powder . . . Ammonia, Anhydrous and Aqua . . . PURITE (Fused Soda Ash)

Say you saw it in SOAP!

# THE NEWPORT-RHODIA AROMATICS

*Synthetics*

are manufactured in all new, modern equipment by the Highest type chemical personnel who carry on that Scientific Control of production that has already made the word

## NEWPORT

a symbol of chemical perfection in other fields. These facilities enable Newport to supply Aromatics of exquisite quality of the highest grade chemically.

NEWPORT TRADE MARK

## Newport Chemical Works

INCORPORATED

*Aromatics Division*

260 West Broadway

New York

New York Office
Phone Walker 6166

Chicago Office
605 W. Washington Boulevard

Say you saw it in SOAP!

# Haebler, Inc.

We can help on the odor end. Why not call into council one of our representatives experienced in soap perfuming.

So far we've never failed to come back with a helpful suggestion.

***Soap odors at $2.50 lb.***

***Soap odors at $3.50 lb.***

***Soap odors at $4.00 lb.***

*and on up the scale.*

There are literally hundreds of soap specialties in our lines.

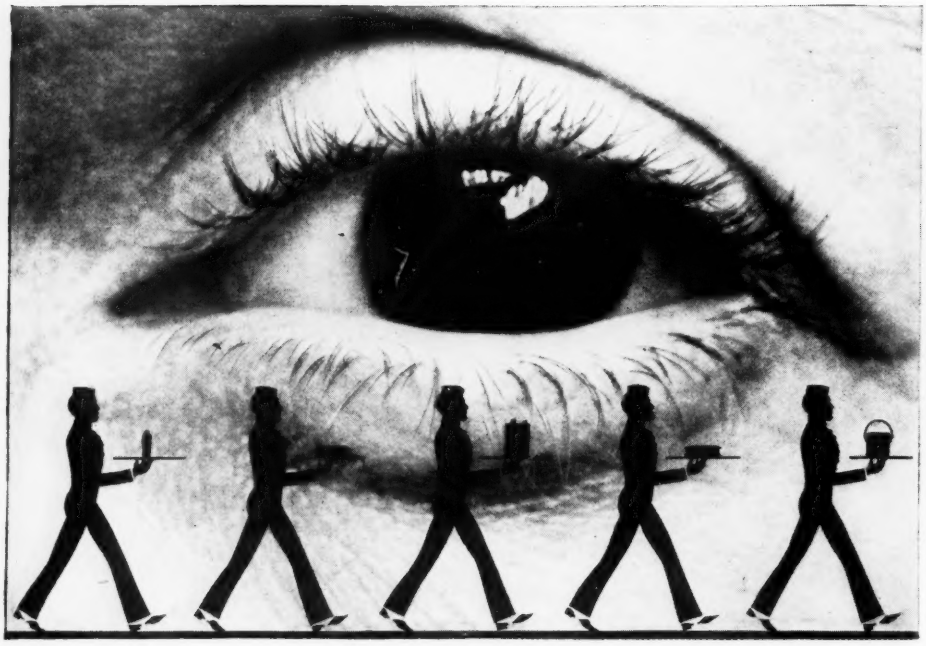
SEND FOR SAMPLES, stating how you want to use them.

TRY OUR SAMPLES in your own soap and note how our oils improve the odor.

## van Ameringen-Haebler, Inc.

*Aromatic Essentials*

315 Fourth Avenue, New York
180 No. Wacker Drive, Chicago
826 Clark Avenue, St. Louis
42 Wellington Street, E., Toronto
*Factory, Elizabeth, N. J.*



# Here's where the selling starts

JUST when the customer is window shopping—just when he's making his choice inside the dealer's store—just in that moment of indecision—that's when your selling starts. Often the eyes are judge and jury so far as first sales are concerned. The package that looks like quality has the edge on all the rest.

Through a considerable chain of years, we've watched appearance play its part. We've seen worthy products trail the list because the package design wasn't right. Again and again we've seen inviting containers contribute to greatly increased sales. Yes, we've developed a healthy respect for good looks in fine containers. We know quite a bit about designing the kind of package that sells.

A background of experience in package design is waiting for you at Canco—designers, artists, lithographers, students of markets, to help you get the most in package value for your product. We can help you with your own ideas for a first rate selling package. We can help you create one worthy of your product in appearance and in sales.

**- AMERICAN - CAN COMPANY**

CANCO

*If you make*

**LIQUID SOAP or SHAMPOO BASE**
**TOILET SOAPS, HAND or AUTO SOAPS**

**These colors will serve you well and save you money.**

**60**
**DAYS' EXPOSURE**

**To Constant Sunlight on Our Roof**

has convinced all of us at the experimental Laboratory that at last *we have a color for bath salts that is fast* — in all that the word means.

Do you need a fast color for your bath salts? Get a sample now of

**PYLA-SOL**

(comes in all colors) and make your tests in these hot sunny June and July days.

★

**PYLAM CHLORO GREEN—S310**

a water soluble olive green nine times more economical than chlorophyl.

**PYLAM FAST OPAL**

a real fast fluorescent yellow and opal color so much desired.

**PYLAM FAST VIOLET AA**

a desirable shade that carries with it a breath of spring.

**PYLAM FAST AMBER**

highly concentrated; will not stain.

**PYLAM FAST QUININE**

with the much desired blue overtone and brown undertone.

*All these colors are pure, fast to light, alkali and tin.

**SEND FOR FREE SAMPLES**

**PYLAM PRODUCTS COMPANY**

MANUFACTURING CHEMISTS—IMPORTERS—EXPORTERS

53 PARK PLACE NEW YORK, N. Y.

Say you saw it in SOAP!

*Introducing a new line of*

# WATER SOLUBLE PERFUMES

*for*

# FINE THEATRE SPRAYS

A completely new line of water soluble perfumes, especially made for use in theatre sprays, has been developed in our laboratories. These new products, which are made in wide variety of odors, may be used from two to four ounces to a gallon, depending on the strength desired in the finished spray. It is only necessary to mix them with tap water. The resulting solution will be practically clear and **will not separate.** These water soluble oils are available in three series—priced at $1.50, $3.00 and $5.00 per pound. A few suggestions are given below.

**Special Offer**—We have a limited quantity of Terpinolene available. This product, at 17 cents per pound, will be found very effective in masking harsh chemical odors.

*SUGGESTIONS*

Narcisse
Oriental
Jasmin
Lilac
Rose

Etablissements
ALBERT VERLEY

*Represented in the United States by*

ALBERT VERLEY, Inc.

11 EAST AUSTIN ST.
CHICAGO

Say you saw it in SOAP!

# WANT TO GAMBLE?

If you are willing to risk a two cent stamp in mailing the slip below to us—

You may be able to save hundreds of dollars a year on your costs!

Incidentally Clifton Products and above-the-average Quality go hand in hand. For the past 16 years wide-awake manufacturers and jobbers who are open to conviction have found they help them get reorders far more easily! They can do the same for you.

Just tear off—fill in and sign the slip today. Here is quite a definite opportunity for you to gain. Better not overlook it.

CLIFTON CHEMICAL CO., INC.

CLIFTON CHEMICAL CO., INC.
CLIFTON BLDG., 246 FRONT STREET, NEW YORK CITY

..... tear off here .....

CLIFTON CHEMICAL CO.,
Clifton Bldg.,
246 Front St., N. Y. C.

What can you do for us on items checked?

- ☐ Liquid Soap Base
- ☐ Liquid Soap 40%
- ☐ Olive Oil Base
- ☐ Liquid Soap Dispensers
- ☐ Pine Cleanser
- ☐ Liquid Floor Soap
- ☐ Pine Deodorant
- ☐ Pine Disinfectant
- ☐ Coal Tar Disinfectant
- ☐ Oil Soap
- ☐ Cresol Compound U.S.P.
- ☐ Deodorizing Cakes
- ☐ Deodorizing Blocks
- ☐ Wall Containers
- ☐ Theatre Spray Base
- ☐ Silver Polish Paste

Remarks .....

.....

.....

Say you saw it in SOAP!

# Perfumes

## As Produced By

## FRITZSCHE BROTHERS, INC.

The perfuming of Toilet Soap is an art acquired by long practice—keen observation of the relationship existing between each aromatic substance and the soap.

The cost of your Toilet Soap is determined largely by perfume. A perfect soap should be strong without being harsh and should retain its fragrance right up to the last thin wafer in use.

Modern types recently added to our line and now available are—

| | |
|---|---|
| Chypre | Narcissus |
| Fougere | Honey |
| Jasmine | Orchid |
| Hyacinth | Locust |
| Lavender | Orange Blossom |
| Eau de Cologne | Mimosa |
| Lilac | Verbena |
| Violet | Pine |

Samples are at the disposal of any desirous of examining these products.

fritzsche brothers inc

*Proprietors of*
PARFUMERIES
De SEILLANS
*Seillans, France*

78-80-82-84 BEEKMAN ST.
*New York, N. Y.*

*Sole Agents for*
SCHIMMEL & CO.
Germany
CHAUVET & CO.
France

# NEWMON

*The Refreshing Odor of*

## NEW MOWN HAY

The NEWEST FELTON

Odor For

## FLY SPRAYS
## THEATRE SPRAYS
## SOAPS

| | |
|---|---|
| 5 lbs. | $1.75 |
| 25 lbs. | 1.50 |
| 100 lbs. or over | 1.25 |

*A Sample will speak for itself.*

## FELTON CHEMICAL CO.

INCORPORATED

601 Johnson Avenue BROOKLYN, N. Y.

Say you saw it in SOAP!

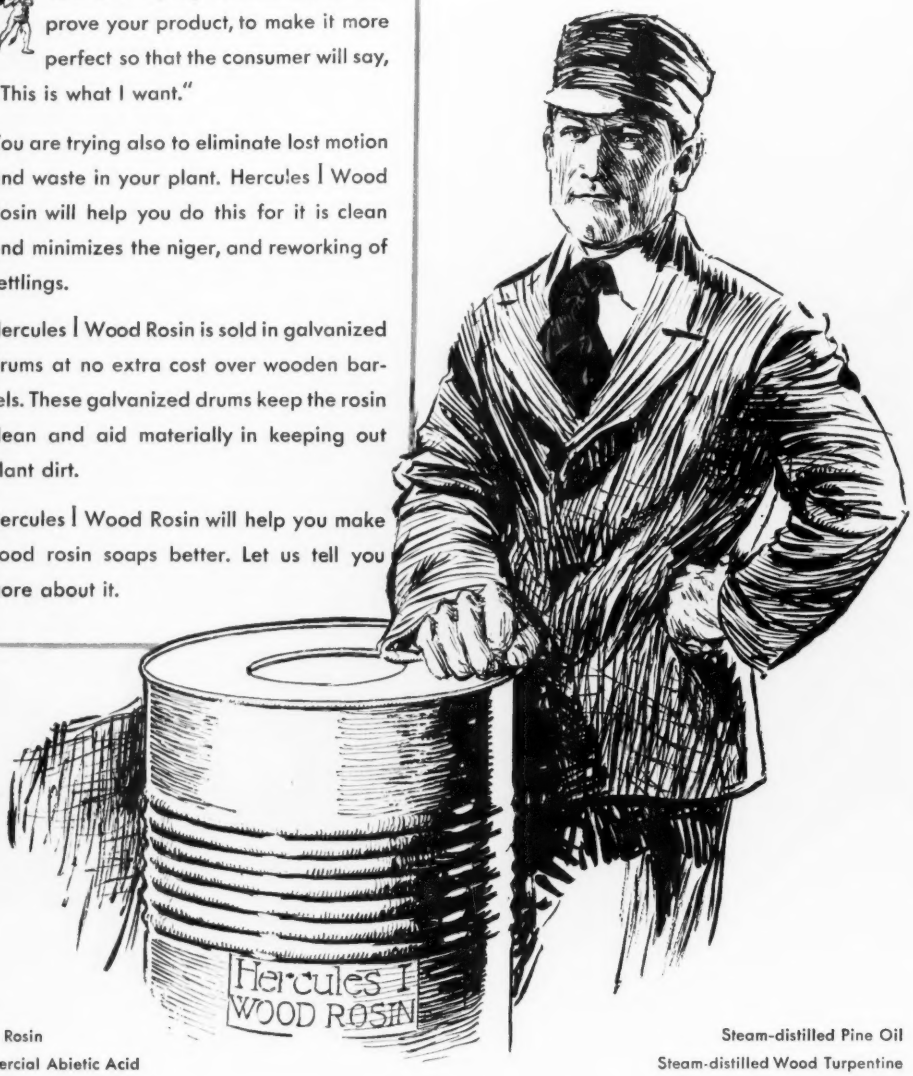
# MAKES GOOD ROSIN SOAPS BETTER

You are trying constantly to improve your product, to make it more perfect so that the consumer will say, "This is what I want."

You are trying also to eliminate lost motion and waste in your plant. Hercules I Wood Rosin will help you do this for it is clean and minimizes the niger, and reworking of settlings.

Hercules I Wood Rosin is sold in galvanized drums at no extra cost over wooden barrels. These galvanized drums keep the rosin clean and aid materially in keeping out plant dirt.

Hercules I Wood Rosin will help you make good rosin soaps better. Let us tell you more about it.




Wood Rosin
Commercial Abietic Acid

Steam-distilled Pine Oil
Steam-distilled Wood Turpentine

NAVAL STORES DEPARTMENT

## HERCULES POWDER COMPANY
INCORPORATED

961 MARKET STREET, WILMINGTON, DELAWARE

BRANCH OFFICES: Birmingham - - Chicago - - New York
St. Louis - - Salt Lake City - - San Francisco

GG-II

# CANS
## FOR YOUR PRODUCT IN LIQUID FORM

Whatever it may be . . a gallon looms up big . . a volume of real value . . in these Oblong Containers! Large flat surfaces allow the product a prominent name, and ample space for complete working directions. It's a shape that saves both packing, and shelf room.

Buy them Plain if you prefer . . paper-label them . . or, specify our artful, color-lithographed labelling treatment.

ADOPT THIS NEW VOGUE FOR MARKETING

Anti-Freeze Solutions
Disinfectants Chemicals
Polishes Insecticides
Wood-Preserver
Liquid Preparations
Volatile and Non-Volatile

**METAL PACKAGE CORPORATION**
Sales and Executive Offices: 110 E. 42nd St. New York City
Opposite Grand Central Terminal
Plants-New York City. Baltimore. Brooklyn.
Representatives: WURZBURG BROTHERS,
Memphis and Nashville, Tenn.

Say you saw it in SOAP!

# "NIAGARA

*is a guaranty of purity in*

# PARA"

IT is a manufacturing axiom that Deodorants, Disinfectants and Insecticides are only as good as their base. Niagara Para gives the assurance of dependable strength.

Niagara Para is an always pure product. It should be used to give your production the superiority that wins trade and consumer preference.

Investigate the advantages of Niagara Para, supplied in Quality Crystals.

*Quotations gladly given upon request*

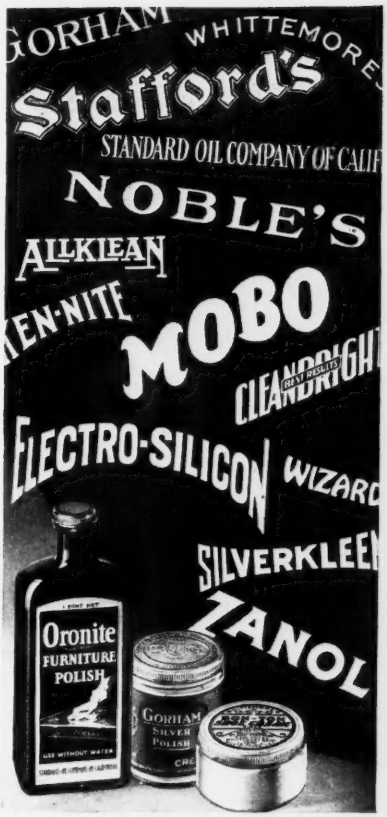
## NIAGARA ALKALI COMPANY

Associated with Electro Bleaching Gas Co.
Pioneer Manufacturer of Liquid Chlorine.

9 East 40th St., New York, N. Y.

Say you saw it in SOAP!

# . . . Particularly right for polishes—the easy-to-open ANCHOR AMERSEAL CAP




TWO things are essential in a closure for polishes for wood, metal and leather . . . Here are products that are used often, a little at a time. Obviously the closure that protects them must be easy to open . . . must give absolute security against leakage, hardening by evaporation, or any other quality changes.

Prominent manufacturers (a few of whose names and brands are shown at the right) have found that the ANCHOR AMERSEAL CAP provides reliable protection to the quality they have developed with such effort in the factory . . . 'till the last bit of polish is used by the consumer. Furthermore, its convenience is acknowledged to be outstanding.

Examine for yourself an ANCHOR AMERSEAL CAP. You will see that there are no threads to gum, freeze or cement to the container. Consequently it is easily opened—a quarter turn to the left is sufficient. And the reverse quarter turn seals the package securely 'till needed again.

Efficiency experts praise the performance of the ANCHOR AMERSEAL CAP in the factory. It is economically and quickly applied (three or four times as fast as caps of other types) and so securely that it cannot loosen in shipment. This trim, good looking seal, lithographed with your design in colors, is an advertisement of proved value when your package appears on the dealers' shelves.

Get all the facts on the ANCHOR AMERSEAL CAP as they relate to your business. Send us the coupon, and we will mail you complete details of its advantages and economies without obligating you in any way.

## Anchor Cap & Closure Corporation

LONG ISLAND CITY, NEW YORK • TORONTO, CANADA

*19,250,000 advertisements in The Saturday Evening Post and The Ladies' Home Journal are increasing the already great demand for products packed in glass under Anchor Amerseal Caps. See our advertisement in The Ladies' Home Journal—August issue and The Saturday Eve. Post August 23rd.*

*A quarter turn to the right applies the Anchor Amerseal. Lugs, formed to fit the contour of the glass threads, draw the cap down and effect a tight uniform contact around the complete top edge of the container finish.*

MANUFACTURERS: To secure full information about Anchor Amerseal Caps fill in and mail coupon

Send detailed advantages of using Anchor Amerseal Caps on our packages.

*Name* .....

*Address* .....

.....

We manufacture .....

and put out about ..... packages per year. Under separate cover we are sending empty samples of our packages.

# *Can you supply*

## Bulk or Private Brand

**SOAPS—SOAP BASE—DISINFECTANTS—CLEANSERS POLISHES — HOUSEHOLD INSECTICIDES, ETC.?**

THERE is a real market among the readers of SOAP for all kinds of bulk and private label soaps, liquid soaps, disinfectants, deodorants, cleaning preparations, polishes, fly sprays, insecticides, etc.

MANY companies are not in a position to manufacture each and every product which goes to make up their complete line. Products not manufactured are, quite naturally, bought in the trade. Then, there are other manufacturers looking to expand their lines without increasing their manufacturing facilities. Are you in a position to handle this kind of business in your specialties?

IF YOU do or can manufacture any of these products in a large way and desire to dispose of a portion of your output to be sold to other manufacturers and distributors, to be marketed under private brand or for repacking, it will pay you to apprise the trade of this fact through the advertising pages of SOAP.

*Write to the Advertising Department of SOAP, 136 Liberty St., New York, for further information.*

Say you saw it in SOAP!

# THE better Container STIMULATES . . . DEALER COOPERATION

Dealers, everywhere, recognize the ready salability of quality products when attractively packaged in cans convenient to use.

The best looking containers always get the preferred positions in their windows, counter and inside displays. And strong, colorful packages, attractively displayed, are tremendous sales stimulators.

If yours is a problem of packaging Insecticides, Deodorants, Soaps, Chemicals or allied products, an experienced Continental representative will be glad to work with you.

## CONTAINERS BY CONTINENTAL

THIS IS THE ERA OF C PACKAGE MERCHANDISING

# BEHIND THE CONTINENTAL CANS YOU BUY IS A COMPANY WITH TREMENDOUS RESOURCES FOR SERVICE

Continental Cans are definite and dependable factors in the distribution of thousands of products the world over.

Millions of homes look to thousands of manufacturers for products of every description protected by the tin can. These manufacturers in turn look to Continental as their never failing source of supply for quality cans.

Behind Continental Cans are 35 plants advantageously located from coast to coast—in 24 principal cities of the United States and Cuba—hundreds of experienced representatives — Research and Development Laboratories constantly making improvements in cans, in the preserving of foods and rendering service.

An efficient organization of men trained thru life-long experience to produce the utmost in quality and service are anxious to give your packaging problems the personal interest and attention they deserve.

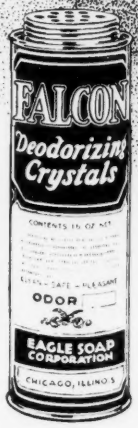
## CONTINENTAL CAN COMPANY INC.

*Executive Offices:* NEW YORK: 100 East 42nd Street CHICAGO: 111 West Washington Street
SAN FRANCISCO: 155 Montgomery Street

| | | | | |
|---|---|---|---|---|
| CHICAGO | BALTIMORE | DETROIT | ALBANY, GA. | DALLAS |
| CINCINNATI | OAKLAND | JERSEY CITY | SAN FRANCISCO | E. ST. LOUIS |
| WHEELING | NEW ORLEANS | LOS ANGELES | SYRACUSE | DENVER |
| PASSAIC | ROANOKE | CLEARING | NASHVILLE | SEATTLE |
| SAN JOSE | BOSTON | CANONSBURG | HURLOCK, MD. | BEDFORD, VA. |
| | KANSAS CITY, MO. | | HAVANA, CUBA | |

*"It's Better Packed in Tin"*

# FALCON
## DEODORIZING PRODUCTS



## PURIFY AND PERFUME THE AIR

**FALCON**
***Scrub Soaps***
We specialize in Scrubbing Compounds and Scrub Soaps for all types of flooring. Our Laboratory Staff will be glad to recommend the best soap for each purpose.

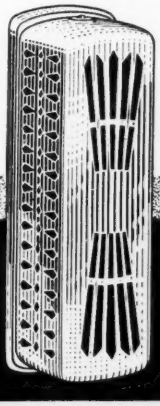
**FALCON**
***Liquid Waxes***
Falcon Liquid Waxes, Insecticides, dry or liquid, and many other high grade products in the line will help increase your sales.

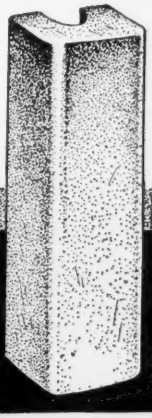
FALCON Deodorizing Products *really purify the air* . . . they are not merely perfumes. Falcon Blocs in various sizes with neat wall containers are available to suit any condition. Falcon Crystals may be shaken about the corners of the room. Falcon Blockettes are Urinal Cakes to be placed in urinals or the flush boxes of toilets. They *evaporate slowly* and maintain sanitary and wholesome conditions.

*Write for samples.*

**FALCON**
***Liquid Shampoo***
We manufacture Liquid Shampoo, Shampoo Base Soap and Toilet Base Soaps. We furnish soap dispensing equipment for the trade.

**FALCON**
***Liquid Soap***
Dependable, profitable, Liquid Soaps of guaranteed soap content. Uniformity assured by Laboratory Method of manufacture.

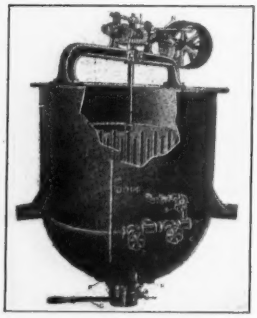




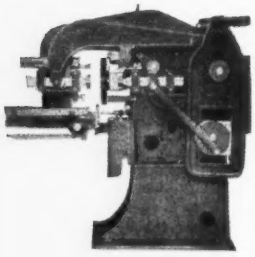
## EAGLE SOAP CORPORATION
64 E. JACKSON BLVD., CHICAGO

# SOAP MACHINERY

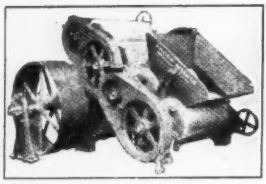
## *SPECIALS!* *USED*



**DOPP CRUTCHERS**
Sizes from 300 pounds to 3,000 pounds. All in best condition and guaranteed



4 JONES AUTOMATIC combination laundry and toilet soap presses. All complete and in perfect condition.



**H-A SOAP MILL**
This 4 - roll granite toilet soap mill is in A - 1 shape. Latest and largest size rolls.

**DRYERS**—Two Proctor & Schwartz Large Roll Soap Chip Dryers Complete.
Three Proctor & Schwartz Soap Chip Dryers **with five Chilling Rolls.**
Devine Double Drum Vacuum Dryer.
**Proctor & Schwartz Bar Soap Dryers.**
**Condon & Huber Soap Chip Dryers.**

**SOAP CRUTCHERS**—Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000 lb., 1200 lb., 1350 lb., 1500 lb., 1800 lb., 3000 lb., 6000 lb. and 10,000 lb.

**SOAP PRESSES**—Jones, Machinery Designing, & Ralston Automatic Presses for toilet and laundry soap.
**Dopp, Crosby & Empire Foot Presses.**
**Scouring Soap Presses.**

**GRINDERS & MIXERS**—Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.
**Schultz O'Neill Mills.**

**SOAP CUTTING TABLES** — Houchin-Aiken Steel Automatic Table with self-spreader and **extra headers.**
Wooden Tables with and without self-spreader **attachments.**

**SOAP SLABBERS** — Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power **Slabbers.**

**TOILET SOAP MILLS**—2, 3, 4, 5 and 6-roll **Granite Soap Mills.**
**Houchin-Aiken 4 and 5 roll Steel Mills.**
**Buhler 3, 4, 5, roll Steel Mills.**

**PLODDERS** — Houchin-Aiken, Rutschman & **Allbright-Nell 6", 8" and 10" Plodders.**

**SOAP POWDER MACHINERY**—Blanchard No. 10-A and No. 14 **Soap Powder Mills.**
**Broughton Soap Powder Mixers.**
**Wms. Patent Crusher & Pulverizer.**
Sedberry Crusher, Grinder & Pulverizer.
**A-N 5x7 Crystallizing Rolls.**

**FILTER PRESSES**—Sperry, Perrin & Shriver Cast Iron Filter Presses 12", 18", 24", 30" and **36".**
**International and Monopod Filters.**

**VARIOUS OTHER ITEMS**—Wm. Garrigue Glycerine **Evaporators.**
Steel Soap Frames, 600 lb., 1000 lb., 1200 lb., **1500 lb., and 1800 lb. cap.**
**Automatic Soap Wrapping Machines.**
**Steel, Copper and Aluminum Kettles.**
**Soap Remelters, Tube Fillers.**
**Filling and Weighing Machines.**
Pneumatic Scale Corp. Can Filling Machine **for cleansers etc.**
Brass Soap Dies for foot and aut. Presses.
Soap Chippers, Scales, Motors, Amalgamators.
Soap Racks, Bottle Filling and Capping Machines, **Talcum Can Crimpers, etc.**

Also makers of a new line of soap machinery. Get our complete list and prices on this new equipment! All used machinery is sold as absolutely guaranteed in first class working condition. Everything listed here is ready for immediate shipment.

*You can see NEWMAN equipment in actual operation at our Chicago warehouse.*

*Send us a list of your surplus equipment—we buy single items or complete plants!*

## Newman Tallow & Soap Machinery Co.

1051 WEST 35TH STREET CHICAGO, ILL.

*Our Forty Years of Soap Experience can help solve your Soap Problems.*

# BORONIA

## for Soap

A New Contribution of Real Distinction

Flowery and Lasting

Samples and further information on request

## WANGLER-BUDD CO., Inc.

205 West 14th St.
NEW YORK CITY

Telephones: Watkins 5615-6-7

CINCINNATI
J. A. Bauer
224½ East 4th St.
Tel. Main 7712

CHICAGO
John H. Beach
556 West Congress St.
Tel. Harrison 7441

ST. PAUL
O'Brien & Bushnell
2694 University Ave.
Tel. Midway 4007

SAN FRANCISCO
Marshall Dill
510 Montgomery St.
San Francisco, Cal.

LOS ANGELES
Marshall Dill
1904 Atlantic St.
Los Angeles, Cal.

Say you saw it in SOAP!

# ALL DAVIES-YOUNG SOAPS ARE MADE UNDER LABORATORY CONTROL

SOLD THROUGH JOBBERS EXCLUSIVELY

## BUCKEYE CONCENTRATED LIQUID SYRUP SOAP

Buckeye Concentrated Liquid Syrup Soaps are produced for those who want to buy a liquid in it's heaviest form—40% anhydrous soap value—which can be diluted with distilled water to produce liquids of any anhydrous soap content desired.

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AUGUST
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SOAP

Volume Five
Number Twelve

# The Editor's Page

## Employment

THAT there is considerable unemployment throughout the United States, is unquestioned. In the soap and allied industries, we do not hear reports of any extensive lay-offs. Employment is below normal, but not to an extent as might be expected when compared to other industries. At the same time, there are probably a number of good men out of jobs, men who know their business, but are victims of circumstances beyond their control. These men, some of whom have spent a great many years in the soap business in one capacity or another, be it as an ordinary soap boiler or in a technical or executive capacity, deserve every consideration where it is possible to give it to them.

If you need a man in your plant or office, why wait until October or November to take him on? If your business is running along satisfactorily and your margin of profit is fair, and you anticipate needing additional help in the near future, look around now for your man. The chances of getting the man whom you want is better now than it should be two or three months hence. You can afford to carry the right man for two or three months better than he can afford to be without a job.

Much has been written about the manner in which the employment situation has been met by Procter & Gamble out in Cincinnati. They have given every worth-while man in their employ a chance to work. No deserving employe has been unceremoniously cut off from a livelihood. If other companies in the industry, whether they be large or small, would give some additional thought to this problem right now, the slack in employment such as it may be, could very probably be taken up to a considerable degree.

IN an editorial in the July issue of *Soap*, we stated that the whalers might not succeed in getting £25 per ton for their oil during the 1930-31 season. The following comment received by us puts a rather different light on the subject. "I have just read the July issue of *Soap* with my customary avidity and interest. Your editorial "Fats Are Cheap" attracted my special attention. In it you say 'If the whalers can get £25 per ton again this year, there is the likelihood of another record output.' It is not a question of their getting it, for they have already contracted for the probable production of the 1930-31 season on the basis of the production volume of the past season which was in the neighborhood of 2,500,000 bbls., and furthermore, a considerable quantity of the catch for the 1931-32 season has also been closed at the same figure. Producers may, therefore, proceed to lay their plans for taking an equal or greater number of whales than were processed last year with assurance in advance that price levels will be maintained."

## Handwriting on the Wall

CURTAILMENT of production of raw materials used by the soap and allied industries is a natural outgrowth of the prices which have been ruling for six months past. Word was recently received that one of the largest producers of naval stores in the world, employing several thousand men, had cut the output of one of its chief plants "to avoid production materially in excess of sales." One of the largest American producers of vegetable oils has had two or three of its plants shut down for several months. Vegetable oil production in Europe is being very materially curtailed. Rather than operate for any prolonged period at a loss, production of many basic materials has been cut down or stopped until such time as demand and price warrant a resumption of full operations.

As far as we are able to determine, the general output of soaps and detergents is not far below normal. There certainly has been no drastic curtailment of manufacturing such as has been reported in a number of the raw material groups. As yet, of course, no shortage of materials, especially fats, is reported. In fact, an abundance of stocks of the latter is indicated. However, the stage is evidently being set to change present conditions, to re-

***Insecticide and Disinfectant Review* Begins on Page 91**

duce stocks and put prices up if it is within the power of the producer to do so.

Producers of raw materials show quite plainly that they are not going to manufacture and sell indefinitely at present prices. Cuts in production schedules represent the handwriting on the wall. They are equivalent to notice being served on consumers that prices are too low and that they are not interested further in supplying materials at these prices. Consumers who look to their needs six months and a year ahead would do well to ponder this changed attitude on the part of the raw material producer.

## The Department of Commerce

DURING the past seven or eight years, the United States Department of Commerce has been doing an unusually good job in gathering and compiling figures and data for American industry, both as concerns the domestic and export markets. Surveys of raw materials for the soap and associated groups by the Foodstuffs Division and the Chemical Division of the Department, and also studies of the markets for finished products, have been most complete and have received wide distribution. The work of the Bureau of the Census in compiling its various census figures of manufactures is especially noteworthy.

We happen to be in a position to know that the work of the divisions and bureaus of the Department of Commerce has been exceptionally well handled during the past few years. The data which have been compiled should be of great value to American business. We wonder, however, if the average American manufacturer or distributor is taking advantage of the services of the Department. We wonder if they know about the work which the Department is and has been doing. There is a host of information in the archives of the Department, information on production, distribution, markets, exports, and what not, and a staff of capable experts eager to aid and advise American industry. If you have a business problem, consult the Department. Its men are there to give business aid, which they do expertly and in a spirit of friendliness which is unique in government departments.

The soap industry in Brazil ranks among the most important in the country developed principally within the past five years. In the Rio de Janeiro district alone the production of toilet and laundry soap reaches the value of almost $11,000,000 per year, while production in Sao Paulo, the second most important soap manufacturing center is approximately $7,150,000. In addition to these two cities there are also factories located at Bahia, Pernambuco, Para, Curityba, Porto Alegre and cities of lesser importance throughout the country which brings the number of factories in all Brazil to about 450.

Imports of crude glycerine into United States during May, 1930, totaled 1,137,419 lbs., worth $65,635, while imports of refined glycerine were 203,650 lbs., valued at $17,937. The following figures give in pounds the imports of glycerine into United States over a period of years:

| | Refined | Crude |
|---|---|---|
| 1923..... | 585,792 | 14,548,660 |
| 1924..... | 1,500,644 | 14,427,054 |
| 1925..... | 2,059,565 | 19,248,695 |
| 1926..... | 10,732,246 | 27,701,142 |
| 1927..... | 8,268,071 | 14,784,615 |
| 1928..... | 4,287,587 | 4,501,727 |
| 1929..... | 5,493,421 | 14,488,676 |
| Jan.-May, 1930 | 808,691 | 3,630,643 |

A new schedule of tariff rates recently adopted by Australia may result in a serious curtailment of sales of American soaps and toilet preparations in that country. Soap and soap substitutes are reported to be barred by the new tariff except with the previous written consent of Australian Minister of Foreign Trade and Customs. Australia has been the fifth best market for American toiletries, and in 1928 it purchased products of this kind valued at $726,000.

Germany is the second best European market for American toiletries, exports to that country being valued at $220,000 in 1929. An American manufacturer of soap and shaving cream has achieved considerable success in that market through extensive advertising.

A new castor oil mill is under construction at Cordoba, State of Vera Cruz, Mexico, according to a report from Consul Dawson at Vera Cruz. It is expected that the plant will be in operation by the beginning of the coming year.

Japan makes yearly purchases of American toilet preparations valued at approximately $190,000. American dentifrices are highly regarded and their sale in Japan can be considerably expanded as more attention is now being paid to physical hygiene in that country.

# SOAPS for RAYONS

By FRED GROVE-PALMER
*(London)*

THE enormous increase in the output of Rayon during the past few years has had repercussive effects upon many industries and by no means the least important of these has been the effect upon the soap trade. It is not only in the laundering of rayon garments that soap plays a large part but also in the preparation of the yarns for weaving and knitting, and in all the varied processes through which the fabrics pass while in the hands of the dyer before they are ready for sale to the public.

The soap that is used in the different stages of the drying and finishing operations has to be carefully selected because the fine threads of rayon are exceedingly delicate and are, moreover, very susceptible to the action of alkalis which would not only greatly reduce the luster of the fiber, giving it a "blind" or mealy appearance, but might even cause a chemical change that would bring about its disintegration.

Before adopting a new make of soap for use in the dyehouse with rayon, the dyehouse chemist must stipulate that the soap to be suitable, shall have certain properties. It is necessary that the free alkali present should be as low as possible and furthermore that the fats and oils used in its manufacture shall be of such a nature that they will not solidify on cooling. A soap to be of service to the dyer of rayon must not set to a jelly when a solution in water containing one per cent is allowed to stand and get cold.

It might be asked why this is a necessary qualification when any fabrics which are treated with soap are subsequently washed. One reason is that it not infrequently happens in the rush and hurry of the dyeing, the washing operations are not always carried out with that completeness and thoroughness which should characterize all manufacturing processes. Though it might seem rather weak to budget especially for careless workers, the chief of the dyeing department is forced in his own interests to do all he can to make his processes as nearly fool-proof as possible, and because a non-hardening soap will wash out of the cloth more easily than one which solidifies, that soap is chosen.

Another qualification of soap is that it shall contain no rosin. Rosin may be an excellent ingredient for some soaps,—one does not wish to decry it value in any way,—but it will not do in soaps that are to be used either for the dyeing or the laundering of rayon. The reason for this is that the presence of rosin causes a yellowness to appear on the goods just as it does on silk. This coloration is removable only with extreme difficulty which may result in injuring the material.

Firms of soap makers who cater to the rayon trade know what is wanted and offer it as such, but others who have not gained the same experience should be most punctilious on the subject of ingredients. If the composition of the particular brand of soap they are offering is not quite what is wanted, it is not a matter of very great difficulty to make one that is right.

Soaps with a low free alkali content and high fatty anhydrides of liquid fats are best suited to the purpose. A soap of which many hundreds of tons have been used by the writer with uniform success for rayon and silk, has the following composition:

| | |
|---|---|
| Fatty anhydrides | 65% |
| Combined alkali | 8% |
| Free alkali | 0.3% or less |
| Water | 23% |

THE more recent improvements in the manufacture of rayon have tended to make it rather less susceptible to the action of alkalis, but in spite of all this, the efforts of the dyer are concentrated on keeping the alkalinity of his many solutions as low as possible. The rayon fibers are composed of varying numbers, ranging from two dozen to about a gross, of very fine filaments twisted together. Such exceedingly delicate threads are easily damaged and if they become unduly softened, or partially dissolved by alkali, they break off and cause hairy patches on the surface of the cloth, which are very unsightly, and greatly reduce its strength and its market value. In

this particular soap, the fats used are of a semi-solid nature and a solution containing one per cent shows no signs of gelatinizing when it cools.

There was another make of soap which gave complete satisfaction to the dyehouse although we were unable to use very large quantities owing to its high cost, being at that time purchasable only in a market that was not free and open. We called this monopol soap which is a patent or trade name to which it may or may not have claim. It was made from a sulfonated oil, either linseed or castor; the subjoined figures show the average analysis:

| | |
|---|---|
| Fatty anhydrides | 65-70% |
| Combined alkali | 3% |
| Free alkali | None |
| Water | 12-15% |

It will be seen that it is a very good soap so far as composition goes and it was certainly excellent for our purpose, but it is very soft bodied and on that account it might not be so well suited to other users. The writer has not been offered a similar soap made in this country (England).

ONE of the best types of soap that the rayon dyer can use is the one which has been from very early times the principal stand-by of the dyer of silk. This is Marseilles soap, sometimes called "green olive oil soap." At times, it is distinctly brown in color but it is exceedingly good for the purpose. Some of the problems confronting the dyer of rayon are similar to those which have faced the silk dyer from time immemorial and naturally enough he looked first to the same methods of solving them. These did not always come off, but in the case of Marseilles soap it was entirely successful. Once again, we have an instance of modern science confirming the wisdom and insight of the ancient craftsmen. The approximate analysis of Marseilles soap is, as follows:

| | |
|---|---|
| Fatty anhydrides | 60-63% |
| Combined alkali | 7% |
| Free alkali | No more than 0.3% |
| Water | 26-30% |

The fat is, of course, liquid as it is obtained from the foots after the edible and other better grades of oil have been expressed from the olive. This lower quality is dissolved from the residual pulp or "marc," as it is termed, by treatment with ethylene trichloride, a non-inflammable solvent which is replacing to some extent the objectionable odored, highly inflammable carbon bisulphide that was exclusively used for the purpose. It is a matter of interest to note that even when this low grade oil has been removed, a still lower quality is obtained by allowing the "marcs" to ferment, grinding them between stones, treating with boiling water and then pressing between boards.

Green olive oil soap is always popular in the mill, quite apart from its value to the dyehouse. Although the brown quality of Marseilles soap is equally suitable for the dyers, they were not so fond of it because it does not look so good. This is another testimony to the value of the appearance of a commodity, and one which it is as well for the soap-maker to bear in mind. This brown soap is made from a mixture of the green olive oil, foots and red oil which is oleic acid.

IT is not proposed in the present instance to enter into the details of the manufacture of olive oil soap, nor to enlarge upon other soap fats that may be equally suitable for use in the rayon dyeing industry, but it may not be out of place to give some short notes on the examination of a sample of soap with a view to learning whether it is likely to be a good one or not. The methods described may not be new, but they were adopted as the result of many years' experience as being rapid and of sufficient accuracy for all ordinary works purposes. They were found to give results, concordant in the laboratory and confirmed by the users in the dyehouse which is usually a very satisfactory agreement from the chemist's point of view, as agreement between theory and practice is not always arrived at.

**Sampling:** The sample for analysis is cut from the center of the bar in order to avoid the inclusion of any partially air-dried soap.

**Determination of Water Content:** Weigh a basin and a short glass rod, and into this shred up a known weight of soap. The whole is placed in a steam oven, with occasional stirring for 2 hours. It is cooled and weighed, being then replaced in the oven for a further half hour, cooled and weighed again to confirm the first figure of loss due to water. The dried soap is kept in the desiccator for further use.

**Determination of Fats:** 10 grams of soap are dissolved in 250 cc. of boiling distilled water and 5 grams of paraffin wax added. A few drops of methyl orange are put in and the hot liquid is then acidified with dilute sulfuric acid. The whole is kept hot long enough for the separation of the fatty acids to take place. The vessel is allowed to cool when the acids and the paraffin wax will set into a cake which can be removed from the dish by means of a steel spatula, carefully scraping the sides of the vessel. It is washed free from acid with cold water. It is melted up with hot water and again cooled in order to remove any traces of sulfuric acid that may have been occluded in the wax. It is again

cooled and the cake is carefully laid between the folds of filter-paper to remove the drops of water which adhere to it, and is placed in a weighed dish to be heated in a steam-oven for a while. It is then weighed and the amount of paraffin wax subtracted from the total of the cake, thus the percentage of the fatty acids may be calculated.

**Detection of Rosin:** A piece of the wax cake about the size of a large pea is placed in a dry test tube and gently warmed with 2 cc. of acetic anhydride. When cool a couple of drops of a *cold* mixture of equal parts of glacial acetic acid and concentrated sulfuric acid are added. If rosin is present in the soap there will be a characteristic violet coloration which vanishes very rapidly but if the solutions are quite cold—cooling in ice is the best plan—there is no chance of missing it. It might be mentioned that soaps containing wool-fat also show this reaction, and if, therefore the presence of wool-fat is suspected, it is well to shake the dissolved fat with ether or petroleum ether in which cholestrol (from wool-fat) is soluble, while the rosin is not, and having separated this, the mixed acetic and sulfuric acids are added to the remainder. In the majority of cases rosin can be seen. Soaps of which it is an ingredient have a peculiar yellowish translucence which is almost unmistakable.

**Determination of Total Alkali:** 5 grams of the soap are dissolved in boiling distilled water, and while still hot, the solution is titrated with semi-normal acid, using methyl orange as the indicator because the liberated fatty acids are without action upon it. The result is calculated as $Na_2O$.

1 cc. N/2 acid = 0.0155 gram $Na_2O$

If the next test shows no sign of free alkali the "total" is also the figure for the combined alkali.

**Determination of Free Alkali:** 5 grams of the dried soap from the moisture determination previously described are put into a loosely corked flask with 100 cc. of alcohol and gently heated on a water bath until dissolved. If there is any insoluble matter this will require rapid filtering off through a filter paper damped with hot alcohol. The residue is washed with more hot alcohol, all of which is added to the solution; then using phenolphthalein as the indicator, the whole is titrated with deci-normal acid.

1 cc. N/10 acid = 0.0031 $Na_2O$

In calculating the percentage the water content of the soap must be taken into consideration because this test was carried out on a dried sample. The end point of the reaction needs careful watching as if it is passed the soap will be broken up and too high a result obtained. By subtracting the free alkali from the total alkali, the percentage of combined alkali is arrived at. If there is an insoluble residue in this alcoholic solution, the filter paper should be washed with a little hot water and the liquid titrated with N/10 acid using methyl orange as an indicator. The percentage of alkaline salts thus obtained should be added to that of the free alkali because it is all "free" in the sense that it is not combined with fatty acids.

1 cc. N/10 acid = 0.0031 grm. $Na_2O$

It is not, as a rule, necessary to discriminate between carbonate, borate or silicate because the allowable quantity of free alkali is so small. If it is more than 0.3% the soap should not be passed for use with rayon.

**Determination of Insoluble Matter:** The residue on the filter paper after treatment with alcohol and subsequent washing with warm water will be the insoluble matter which should be ignited to remove any organic substances. This will give the content of mineral matter, which in the interests of economy should be as low as possible.

IN ordinary dyehouse practice it is not usual to go any further with the analysis; the tests here described will be sufficient to show whether the soap should be allowed to go forward for service. Soap intended for the laundering of rayon should be neutral, genuine soap, similar to those of which the constitution has been already indicated. They should be free from unpleasant odor unless it belongs to a substance that is readily volatile and will be entirely eliminated during the drying of the garments. This is, of course, an exceedingly important matter as there must be no traces of smell on the goods from the laundry.

It has already been pointed out that free alkali and rosin are both productive of ill effects on rayon goods. This was frequently seen on clothing sent back by laundries a few years ago when a knowledge of the proper treatment of the fiber was not general. Today, the laundry research departments keep their numbers well posted with information concerning soap among other matters.

For good washing a copious lather is necessary, but it must be a real soap lather not one that is produced by rosin, gelatine, saponin or bran, all of which give a lather lacking in detergent quality. The soap should, therefore, be composed of the sodium salts of fatty acids with high molecular weight, such as oleic acid associated with water, and nothing else. In other words there should be no fillers or builders or any other sophiscating substances.

(*Continued on Page* 85)

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# Design Patents for SOAP DISPENSERS?

*Possibilities of the New Vestal Bill Discussed*

By WALTER FAWCETT

IF nothing more than a coincidence, it is certainly a most striking one that, just when soap dispensers are taking on new dignity as agencies of soap distribution, there comes a change in the status of dispenser designs as regards their protectability against imitation and infringement. Obviously, the current development of mechanical merchandising, or automatic vending, is calculated to invest with added importance the appearance of the soap "salesmaker." The more soap that is retailed through this channel, the more vital it becomes that measures be found to isolate and individualize the dispenser that serves as a guide-post for consumers who "buy on recognition."

In its new dependence upon soap dispensers, the increasing proportion of the trade which uses these outlets, is in a rather vulnerable position. Whether soap be dispensed from bulk, or delivered in the special units adapted for coin-operated machines, it follows that there is little or no opportunity for consumer identification by the usual means. The customer may not at best see the tell-tale wrapper on a cake until he has paid his money. Service of liquid or powder permits of no branding whatsoever. Given these limitations, it is plain that the whole function of identification of the product and its maker falls upon the dispenser. By this cult the soap dispenser becomes, in fact, if not in name, the trade-mark for the soap it delivers.

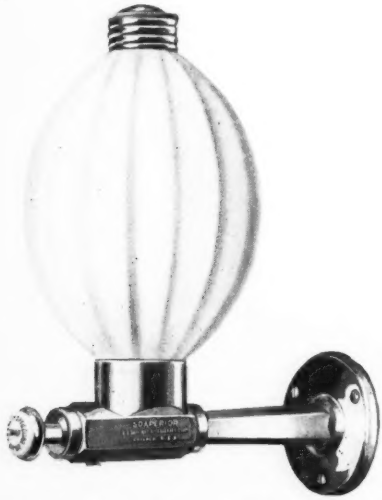
This identification by proxy brings its own dilemma. Under the rules of the Federal trade-mark system, a soap dispenser cannot be a trade-mark for its contents. Uncle Sam will not accept a container or any feature of a wrapper or container as a soap-mark. So, of course, he can do no better for the dispenser. That puts it upon the tradesman who relies upon a distinctive dispenser for brand verification, to find other means to establish a monopoly in dispenser get-up. His only recourse is the U. S. patent system which has, for many years, embraced an instrumentality, known as the design patent, provided to establish exclusive rights in ornamental designs embodied in or applied to articles of manufacture. That brings us to our present shake-up of traditions.

For years on end, there has been, among dispenser manufacturers and other producers, more or less dissatisfaction with the design patent system. Admittedly, half a loaf was better than none, but the design patent system had two major faults and a whole flock of lesser ones. The latter included the rather heavy expense of obtaining a patent on a design, the amount of red tape involved, and the inordinate delays which often held up the marketing of an article or sent the novelty into the marts of trade unprotected against pirates.

One major fault of the design patent system came of the basic principle on which the system was founded, viz, the assumption that a design, to command a patent, must be literally an "invention." In lines such as soap dispensers, producers and designers have protected against this stern exaction. It is well known in such circles that there is little that is really new under the sun. But new effects may be obtained by fresh and original combinations of elements old in the arts. So the creators who realize that not every design can represent a sheer stroke of genius have demanded more and more loudly that our design patent system be overhauled and that the test of patentability be authorship and not invention.

A second major fault, no less fatal than the first to the hopes of many a producer of soap dispensers, rests in the time-honored rule at the U. S. Patent Office that nothing should be accepted as a design which could, by any stretch of the imagination, be construed as more properly belonging in the pew of mechanical patents. This prejudice was carried

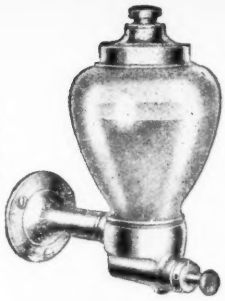
so far that, through a long span of years, the Patent Commissioners and their subordinates turned down, as designs, any and every device made up in any degree of moving parts. They held a theory that since a design patent covered the appearance of the thing patented, nothing should be patentable that consisted of moving or working parts, the manipulation of which served to change the ensemble appearance.



**A new and rather striking design of liquid soap dispenser being marketed by the U. S. Sanitary Products Corp. Attaches to wall and has glass or china bowl.**

Irked by these impediments to full and free design protection, the soap dispenser clan, in company with other victims, have for years labored with Congress to bring about a modernization of the design system. The approved remedy is a plan known as Design Registration, which would be substituted for the machinery of Design Patenting. Speedy, simple, moderate-price protection for the original design is promised, along with a more reasonable interpretation of what constitutes a departure from the prior art sufficient to justify an exclusive franchise. Not the least of the blessings of the contemplated transfer of designs from patent jurisdiction to copyright jurisdiction would be the opportunity afforded to design pioneers to "sew up" alternatives or variations of an original design so that competitors could not steal the show by putting out slightly different expressions of the same design motif.

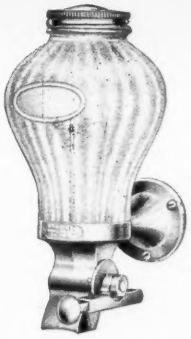
Proof has been forthcoming thus far in 1930 that the agitation for reform of design certification is not to end in talk. The Patent Committee of the U. S. House of Representatives recommended to Congress for passage a Design Registration Bill which would open to American manufacturers opportunities for design protection fully the equal of those enjoyed by manufacturers in France or any of the other countries where industries have been built upon design assets. Revolutionary as it is in purport, this Design Bill is due for little opposition at Washington, because it does not represent the selfish aspirations of any one group in industry. Rather is the Vestal Bill what might be termed a compromise measure, adjusted and readjusted until it reconciles the objections of the makers of repair parts and other groups that were, at first, apprehensive, less design registration cramp their operations.



**A modern standard design liquid soap dispenser with glass bowl put out by the Eagle Soap Corp.**

NOW for the impressive coincidence. Just when a model Design Registration Bill has been polished off and Congress seems to be coming to the sticking point of formal

**A new all-metal liquid soap "safe" manufactured by Bobrick Chemical Co. Attaches to wall with special bracket device and is quickly removable.**

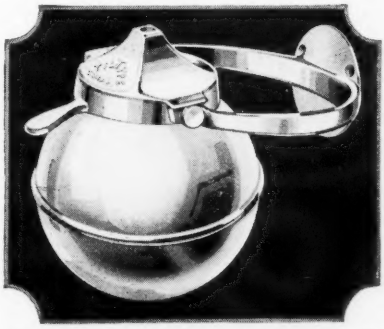


A dispenser for powdered toilet soaps in common use. Design of Bobrick.

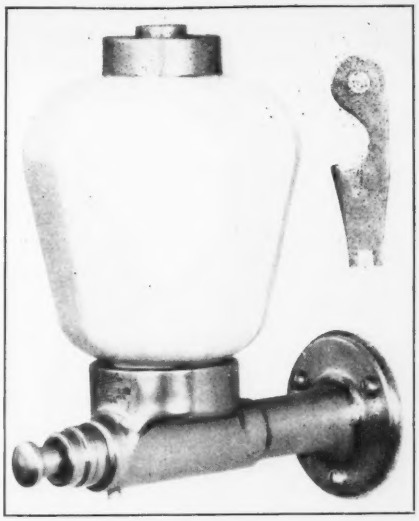
acceptance, a Federal court decision, at one blow, strikes the shackles from soap dispenser designs and all the other designs that have been excluded from design patents because of the bogey of movable parts. The effect is to broaden constructively the scope of patent protection. Indeed, this opens to the soap dispenser manufacturer the possibility of obtaining both a mechanical patent and a design patent on the same specialty, if he desires double shelter for his piece of equipment.

That Patent Office superstition has been thus overturned at one fell swoop is due, indirectly, to the recent creation of a special supervisor to check the workings of censorship at the Patent Office. The new dictator, "higher up," is the U. S. Court of Customs and Patent Appeals. It has been set up to review the decisions of the Commissioner of Patents, whose pronouncements in turn have disposed of appeals from the rulings of the Examiners. The significance of the current liberalization of design requirements lies in the fact that the ultimatum of the Appeals Court is not a detached expression, covering an isolated case, but will henceforth stand as a controlling precedent governing the administrative policies of the Patent Office in all similar circumstances.

As luck had it, the test specimen which has



The all-metal tilting type dispenser, according to the Navy Specifications, put out by the Clifton Chemical Co. Also made with glass bowl.



A popular design of dispenser which locks and unlocks with key which is shown. Bowl in glass or metal. Made by Palmer Products, Inc.

brought design vindication for a brave muster of ornamental mechanisms, was not a soap dispenser but a concrete mixer. Perhaps, though, it were just as well that the example falls so far short of the artistry that is present in many of the soap devices. If a subject so relatively plain and unassuming as a concrete mixer can command recognition on the score of ornamental prowess, it is all the better assurance that recognition should be vouchsafed to any dispenser design that stands apart from its fellows in form, outline or decorative embellishment. In short, even pending the installation of a Design Registration system, design patenting will be better and easier to secure for soap dispensers among other things.

The pace-setting decision of the Court of Patent Appeals, which ushers in a new day, must serve to relieve fashioners of soap dispensers who have striven to make their devices unduly ornamental in an effort to crash the patent gate. The judges said in so many words that the beauty and ornamentation requisite in design patents does not have to be of the high order found in the fine arts. Perhaps the Court did its greatest service for business by setting up, in this connection, the standard that a gain in saleability is an earnest of that ornamentation which is required to support a design patent.

Reduced to popular language, this means that if a member of the soap trade can evolve a soap dispenser, pleasing enough or unusual

(*Turn to Page* 85)

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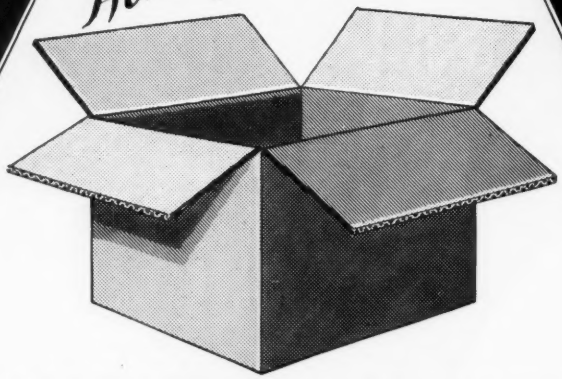

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# SOAP PATENTS

## *Development of American Soap Manufacture Reviewed Through the Records of Patents*

PART VI

*By* JOSEPH ROSSMAN

*THIS is the sixth of a series of articles on soap patents and their relation to the development of the soap industry in the United States. The survey of the soap patents in chronological order, giving a brief extract of each, which was started with the third article in the May issue of* SOAP, *is continued. The first article of the series was published in the March, 1930, issue of* SOAP.—*The Editors.*

**84. Macpherson 1,027,744.** May 28, 1912. The process of producing a mass of a chemically combined alkali compound of finely divided protein containing substance by treating that substance with highly concentrated lye without the application of heat and substantially without the addition thereto of oils, fats or fatty acids, or water.

**85. Krayer 1,049,495.** Jan. 7, 1913. A process of soap making which consists in mixing a quantity of a glycerid with an alkali in excess and raising the mixture to a high temperature, then reducing the temperature thereof, thereupon adding a mineral oil solvent, such as benzol, ether, or a chlorid of carbon, then adding gradually a sufficient quantity of unneutralized sulfonated castor oil to bring the entire mass to a point of neutralization.

**86. Castenholz 1,057,931.** Apr. 1, 1913. A process of making soap in the form of readily soluble tablets, consisting in adding to dephlegmated alkaline soap at least an equal weight of dephlegmated powdered borax, in adding a small quantity of a vegetable oil thereto, in heating the mixture thus obtained to the boiling point whereby a paste is obtained, in drying the paste and thereby obtaining a powder, in reducing the powder thus obtained to a finer powder, and in sufficiently compressing the fine powder in molds into the form of tablets which immediately disintegrate under light pressure when being used.

**87. Anyon 1,064,591.** June 10, 1913. A process for the manufacture of soap consisting of adding yeast to melted fats or oils, treating the mixture with caustic lye while under heat or agitation thus gradually setting up a chemical action between the alkali and the fats or oils and the alkali and the yeast, and converting the latter into a detersive substance.

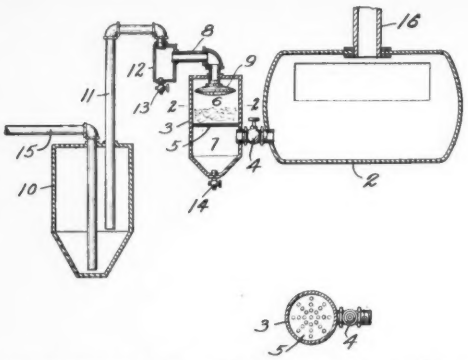
**88. Aktschourin 1,074,339.** Sept. 30, 1913. The process of making rosin and rosin-soap from shavings of rosinous woods, which consists in distilling off the turpentine from the shavings, then treating the shavings with a diluted solution of alkali under pressure of from 2 to 3 atmospheres and at a temperature below 100° C., and separating the rosin-emulsion and soap-glue by mechanical means.

**89. Volkmar Klopfer 1,085,437.** Jan. 27, 1914. The manufacture of milled soap containing vegetable albumin, consisting in gradually heating the albumin in a dry pulverized condition with glycerin until the albumin forms a uniform gelatinous mass, and then mixing the gelatinous mass with the soap until a uniform mass results.

**90. Benedix 1,102,129.** June 30, 1914. The method of obtaining a cleansing product from petroleum oil, which consists in intimately mixing the oil with a mixture of a peroxid and an alkali in the presence of water.

**91. Ellis 1,178,142.** Apr. 4, 1916. The process of making free lathering soap comprises polymerizing unsaturated fatty material in an atmosphere of hydrogen at a temperature of about 250° C., adding catalytic material thereto, lowering the temperature, continuing the contact of the hydrogen and saponifying the hydrogenated product.

**92. Ryder 1,212,818.** Jan. 16, 1917. The process of producing soft, transparent sodium soaps from vegetable oils directly during manufacture consisting in preparing the oil by heating it to about 100-110° F.




**An apparatus for supplying soap invented by Abraham Traube, Oct. 18, 1919, as U. S. Patent No. 1,385,735**

by admixing therewith a few percent of alcohol, saponifying the mixture by caustic soda lye having a temperature of from 60 to 90° F., adding water up to about one-half of the quantity of the mass, and boiling the resulting mass until perfectly saponified, transparent soft soap is obtained.

**93. Young 1,250,540.** Dec. 18, 1917. The method of rapidly aging bar-soap having semi-crystalline, non-uniform surfaces, which consists in conveying in a continuous and uninterrupted movement the soap, first, through gaseous matter to partially modify the soap surface, next through a static body or air of elevated, constant temperature to develop an inventing integument of jelly-like consistency and finally through a cooling atmosphere to fix the investing integument, the resultant film or skin being uniform, translucent and visibly free of crystalline salts.

**94. Feldenheimer 1,254,588.** Jan. 22, 1918. The process of manufacturing a soap-like detergent from the lyes containing glycerin resulting from soap manufacture consisting in adding ground maize-cones to the lyes heated.

**95. Ludekens 1,276,383.** Aug. 20, 1918. The process of making soap consisting in mixing a hot, soapy liquid with a substance capable of forming minute comparatively durable envelopes inclosing the liquid, and then agitating the mixture to reduce it to a paste like form.

**96. Volz 1,342,783.** June 8, 1920. A cleaning composition consisting of a soap with which is incorporated a gelatinous mixture containing a gelatinized vegetable carbohydrate, a dilute alkali and a colloidal argillaceous adsorbent.

**97. Robinson 1,353,182.** Sept. 21, 1920. The process of making a dye-soap which comprises saponifying a mixture of coconut oil, castor oil and tallow, in the proportion of 10, 10 and 8 respectively, with 38 degrees Baumé caustic soda in the proportion of 14 at 50 degrees centigrade, adding a solution of 8 kilos of granulated sugar in 8½ liters of water at 85 degrees centigrade, neutralizing the mixture with coconut oil and fatty acids, and then adding and mixing an alcoholic dye solution with the soap solution while the latter is at a temperature of about 60 degrees centigrade.

**98. Aisen 1,360,252.** November 30, 1920. The process of making soap from cereals consisting in hydrolyzing the cereal by subjecting it to a high temperature for substantially two hours and saponifying the hydrolyzed mass by caustic soda in a medium of sodium carbonate crystals.

**99. Aisen 1,360,253.** November 30, 1920. The process of making soap from cereals consisting in hydrolyzing the cereal by subjecting it to a high temperature but below the carbonization temperature for substantially two hours; adding a fatty acid in the proportion substantially of one part fatty acid to one and three-quarter parts cereal; adding caustic soda dissolved in water in the proportion substantially of one part caustic soda to five parts of cereal.

**100. Aisen 1,360,254.** November 30, 1920. The process of making soap from cereals consisting in hydrolyzing a cereal flour by means of any mineral acid and heat, saponifying the hydrolyzed mass by an alkali and neutralizing any free alkali with a fatty acid.

**101. Ittner 1,367,973.** February 8, 1921. The method of effecting the separation of soap from impurities, which comprises separating the soap from most of the lye, adding water to the separated soap and heating the same to form a thin, freely flowing liquor, and subjecting such liquor to centrifugal action and thereby effecting the separation of the soap into soaps of two different degrees of purity.

**102. Liddle 1,377,843.** May 10, 1921. A solid soap composition free from any appreciable excess alkali or compounds of a strongly alkaline reaction and having improved detergent properties imparted thereto by the incorporation therewith of an alkali metal salt of a lower aliphatic acid.

**103. Traube 1,385,735.** July 26, 1921. The process of forming a soap solution consists in maintaining a solution of a soap-

forming ingredient in a non-aqueous solvent in a closed vessel, maintaining another soap forming ingredient in a second closed vessel, and conducting the solution into contact with the second ingredient while substantially excluding water therefrom.

**104. Volz 1,400,332.** December 13, 1921. A water softening washing compound comprising approximately, by weight, 30 per cent potato flour, 8 per cent chalk, 10 per cent powdered kaolin, 26 per cent caustic soda, 10 per cent powdered borax and 16 per cent calcinated soda.

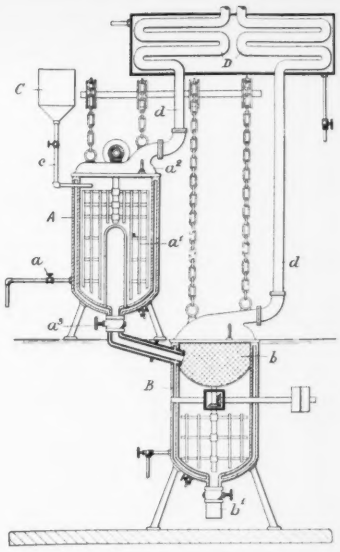
**105. Godfrey 1,414,015.** April 25, 1922. The method of treating soap comprises disseminating a multitude of air bubbles throughout the soap while the soap is in a molten viscous condition and then diminishing the pressure under which the aeration took place so as to expand the air bubbles within the mass of soap, permitting the puffed mass thus produced to cool and driving off any excess moisture present so as to bring the product to the desired degree of dryness.

**106. Krebitz, 1,430,017.** September 26, 1922. The process of recovering residual soap from carbonate of lime sludge, which consists in adding to the sludge a glue-fat-soap equal in quantity to from one to six per cent of the sludge.

**107. Krebitz 1,459,773.** June 26, 1923. In the process of recovering residual soap from carbonate of lime sludge, the step which consists in adding to the sludge a sufficient quantity of rosin soap so that the entire soap content of the sludge will consist of at least twenty per cent of saponified rosin.

**108. Bodman 1,473,396.** November 6, 1923. A process for manufacturing soap, comprising treating soap stock with alkali insufficient in quantity to neutralize all of the fatty acid, and forming a substantially water-insoluble emulsion, including an incomplete soap and unneutralized fat, splitting the unneutralized fat, separating out the glycerin liquors, adding sufficient alkali to make up the previous deficiency and completing the manufacture of the soap.

**109. Tseng 1,475,653.** November 27, 1923. A process of making transparent soap in which ninety parts of oils and fats are mixed with ten parts of glycerin and the mixture saponified at about 80° C., the hard soap being dissolved by alcohol during a prolonged heating and stirring of about 12 hours at a temperature of 80° C., to 85° C., during which time the alcoholic




**Apparatus and process for soap invented by Jicknam Tseng, Apr. 6, 1921, as U. S. Pat. No. 1,475,663**

vapors are condensed and returned, subsequent filtration taking place at about 75° C.

**110. Murdock 1,484,271.** February 19, 1924. A method of shredding soap, which consists in directing a series of expanding jets of superheated steam moving on parallel lines, against a moving film of molten soap in a direction substantially transverse to the direction of movement of the steam, but inclining in such direction, thereby separating the stream into irregular shreds, and passing the shreds through a heated gas thereby drying the shreds and forming a protective coating on the shreds so that they will not stick to each other.

**111. Tseng 1,522,846.** January 13, 1925. A process of making transparent soap in which a melted mixture of 35 to 40 parts of Russian tallow, 20 parts of castor oil, 20 to 30 parts of coconut oil and 15 to 20 parts of water white rosin is saponified at about 80° C., the resultant resinous soap being dissolved in 45-50 parts of 95% alcohol during a prolonged heating and stirring of about 24 hours at a temperature of 80° C. to 84° C. after which the temperature is reduced to 75° C. prior to filtration.

*(To Be Concluded)*

French purchases of American toiletries increased from $90,000 in 1928 to $114,000 in 1929, this being the seventh best European market for American toilet preparations.

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# Some Comments on SHAVING CREAM

By JULIUS SCHAAL

MOST of the shaving creams on the market today are packed in tubes, although there are some which are still marketed in jars. A cream designed for a tube should naturally be of a softer consistency than one to be put up in jars. Creams which are designed for jars cannot be readily squeezed from tubes and cause bursting of the tubes in the majority of cases. Because of the comfort and convenience of the ordinary collapsible tube as a container for shaving cream, and the fact that in the American market particularly the demand has reached such tremendous proportions, the correct consistency of the cream is a prime essential in order that the consumer shall not be discouraged by mechanical difficulties in his use of the product. The American consumer particularly, who is in the habit of shaving daily, is apt to make very exacting demands of his shaving cream, qualities such as easy and quick application, instant formation of profuse and lasting lather, absence of irritability, and the presence of a fine perfume.

Many of the methods of manufacture which have been published are scarcely fit for producing a first rate and durable shaving cream. Glycerine has been designated to keep the cream soft and smooth, and potash carbonate also to secure the right consistency. Neither of these products has rendered any real aid toward attaining a perfect cream. The glycerine impairs the formation of a profuse lather, and the carbonate causes the cream to irritate the skin. After various trials, a cream has been worked out which is equal to the average run of American creams on the market and meeting the requirements given above. In fact, a shaving cream is in reality only a white soft soap, with the only difference that the potash lye employed must not be reduced by the use of potash carbonate, otherwise it will be difficult to produce an exactly neutral cream. Only high grade fatty acids and neutral fats must be employed.

In originally working out the manufacturing method for a cream, numerous difficulties were encountered as might be expected. After saponification, the mass became a thick paste in no way resembling a soft soapy cream. Admixtures of glycerine and water did not bring about any improvement, but only reduced the proportion of saponified fat and reduced the lathering power. The solution of the problem revealed a number of points interesting to the maker of shaving creams.

As happens often in life, former observations can be turned to good account. It had been noticed that a mass of soft soap which had grown thick and expanded, became liquid again after cooling down. With this observation in mind, in working out the original method, the thick paste was left to stand over night. By simply cooling down, the mass became a lard-like cream by the following morning. The soap was distinctly alkaline, however, and certainly not suitable in that form for use in shaving owing to its irritability. In order to neutralize it and work it up further, it became necessary to heat it up again in a jacketed kettle. As the temperature rose, the soap mass again assumed the thick form which it had when first saponified.

This alkaline soap mass was then neutralized with stearic acid until no color appeared with the use of phenolphthalein indicator. At the same time, no change in the general consistency of the paste was noted. After the neutralization, the mass was left to cool over night. It was then diluted with distilled water and mixed for a considerable time with a stirring blade or better yet a mechanical paste mixer. An extremely fine quality cream resulted when the mixing operation was completed. Various types of fat mixtures were used and what appeared to be the best fatty combinations worked out.

The process worked out without any difficulties in the manufacture of shaving cream on a large scale. Jacketed kettles of suitable size equipped with agitating or stirring devices are used for the saponification. The cream does not require a great deal more mechanical working except perhaps by a mixing machine to smooth it. Too much working and mixing proves disadvantageous as it makes the cream

# Soap Profits Hang From Two Threads

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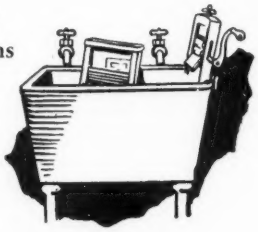

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foamy and blistery. A foamy cream will within a short time lose the air which is worked into it and will "fall" in the tube and give a slack-filled package. Even the perfume can be worked in without too much mixing, if desired merely working it in with a paddle by hand.

AFTER trying out various combinations, the following gave a cream of excellent quality: 15 kg. of stearic acid; 5 kg. of peanut oil refined; 7 kg. edible Cochin coconut oil; 14 kg. caustic potash lye of 38 deg. Baumé to mix with 18 kg. of distilled water. The fatty ingredients are melted and strained through into the jacketed kettle, and stirred together with the diluted caustic potash lye at a temperature of 70 to 80 deg. C, although the temperature is of minor importance. The soap mass will form quickly. By bringing up the temperature with steam in the jacket, a transparent soap mass is formed having the appearence of white soft soap. Continued stirring will contract the soap into a thick mass and the primary saponification is finished. The next step is to adjust the cream to secure practically exact neutrality. In most cases, there will be an excess of alkali to be neutralized with stearic acid. About 500 grams of stearic will suffice as a rule for a batch of this size. The adjustment of the neutrality must be sufficiently delicate that only a very faint pink coloring shows with phenolphthalein. After the neutralization, the soap mass is allowed to cool down in the kettle. As the temperature drops, the mass thins out until it reaches a soft, almost liquid consistency. After being worked up with paddle, crutch, or mixing machine, the soap will improve in uniformity and brightness and become a brilliant white.

The pearl-like or nacreous lustre peculiar to shaving creams will only develop after they have been stored for some time. Earthen pots or glass lined tanks covered with parchment are suitable for storage. After the creams have been aged, the perfume is added and the product packed.

One point of interest is the fact that the firmness and lasting quality of the lather of the cream was spoiled where palm oil fatty acids were used in the formula and where potash carbonic was used for the saponification in place of caustic potash. In the carbonate saponification, the consistency and appearance were satisfactory, but the lather of the soap lacked any firmness or strength.

The New York office of Solvay Sales Corp. was moved from 40 Rector St. to 61 Broadway on Aug. 1.

## Soap Selling Stunt of Fifty Years Ago

Many an amusing anecdote of the soap industry of forty and fifty years ago is known by Anthony Huber, president of the Huber Machine Co., and known widely to soap makers the country over. Here is his latest contribution showing the way some soap used to be sold fifty years ago. "Probably any item of news as to how business was carried on in former years amuses the generation that is now in charge of affairs. The Gaudy claims (*Soap*, Feb., 1930) may not seem so extravagant when you listen to the following story of how one soap concern in New York City some fifty years ago made a 'killing.' This concern incidentally had a good brand of soap that it was selling on the East Side largely to the German element which at that time were in undisputed possession of it. Times however were slow then, as they are now, and the brilliant idea came to one concern that boosted sales in marked fashion. They decided to offer prizes that included grand pianos, houses, carriages and what not that the Eastsiders were wishing for. A coupon attached to each soap wrapper, much as they are to this day, called attention to the 'wonderful' offerings and the great distribution that would take place shortly at a special gathering which would come later.

"When sales had reached a point that the good housewives considered it time to hear more from the gifts, a picnic was advertised at one of the large East River parks that dotted the up-town region of this famous waterfront. The coupons acted as admission tickets. As the good old German souls believed what they read in those days, everybody flocked to the invited place of appointment, to listen to the music, to enjoy the dancing, and also the refreshments which I am not sure were contributed by the management.

"From all reports, everybody had a good time. The picnic was a grand success. Glowing reports by well chosen speakers both in the native language and that which seemed more familiar to the guests calling attention to the new and improved brands the concern was contemplating went over big. The drawing for the prizes was for some reason long delayed. Meanwhile the kegs were being drained and everybody was being put in the very best of humor. Nothing a German likes more than a good laugh. With grand pianos and houses coming his way, why should he feel downhearted?

"Finally the bugle gave the notice which had brought them together. To the largest

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dancing platform all hied. Excitement was intense. The prettiest little girl had been selected to make the grand dip in the wheel for the fortunes that lurked therein. Great was the glee when the winning numbers appeared. Great the disappointment of many. Some were considering the offers made by the unsuccessful. All were attention when the announcement was made that the distribution would take place at the house close to the exit. Very considerate some thought, trucking from there would be the minimum.

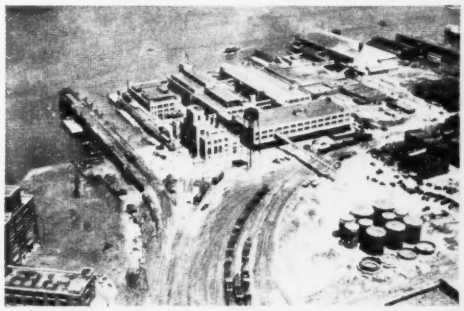
"The first certificate produced a grand piano. No truck was needed as it tucked neatly under one arm. The next—a house,— it was embraced. The next,—why continue, it was a wiser and sadder gathering when the last 'prize' was distributed. Did they break up the picnic grounds equipment? Well—no. Germans do not do such things. Did they buy more of the same brand of soap? Well, that is another story. The soap company that put over that brilliant coup however is no longer in business so why mention names, or additional facts. The Better Business Bureau was not conceived then."

## C-P-P Answers on Naphtha

Colgate-Palmolive-Peet Co. recently filed an answer to the complaint issued by the Federal Trade Commission in which the soap makers were charged with using unfairly the word, "naphtha," in describing certain products. In the original complaint the commission objected to the names, "Sea Foam Naphtha Powder" and "Pett's White Naphtha Soap." The Colgate company explained that the name of the former product had been changed to "Sea Foam Soap Powder" in 1927, and that the manufacture and sale of the latter product had been discontinued in 1929. The complaint also carried an objection to "Peet's A-B Naphtha Soap" to which the soap makers replied that the term does not mislead or deceive the public. It is admitted that the phrase "a chemical union of ammonia and naphtha" used on the label of the soap should have been dropped when the use of ammonia was discontinued. This phrase, the soap makers say, was continued inadvertently and its use will be discontinued. According to the statement the company does not intend to make or sell any soap product designated as naphtha or naphtha product or represented as containing naphtha, which does not contain more than one per cent of naphtha by weight when it reaches the consuming public in the usual course of retail trade."

## New P & G Baltimore Plant Begins Production

The new $5,000,000 plant of Procter & Gamble Co. at Baltimore went into operation August 1, according to advices from Cincinnati. The plant as completed represents the latest developments in modern soap plant equipment. About 500 workers will be employed at the new factory. It is located

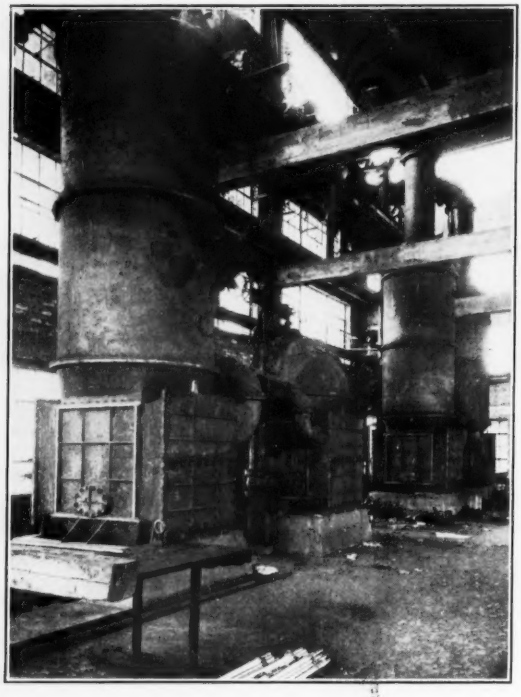


on deepwater in Baltimore harbor and has facilities for docking ocean going steamers carrying raw materials and for shipment of finished products. The new plant will serve the eastern and southern territories for P. & G. Work on the Baltimore factory was started in the spring of 1929. A duplicate of this plant is now under construction near Long Beach, California.

The executive personnel of the Baltimore plant will comprise D. B. Gauss, district superintendent; J. F. Price, plant superintendent; F. A. Swinford, office manager; Henry Jackson, production supervisor; E. E. Larson, process supervisor; L. H. Shirk, chemical engineer; Raymond Runyan, master mechanic. Above is a recent air view of the plant.

## P & G Split Atlanta Sales

The Atlanta territory sales district of the Procter & Gamble Co. has been divided into two districts for closer attention and preliminary to the opening of the new Baltimore factory which will supply the southeastern seaboard after Aug 1. The two districts are now called Atlanta and Charlotte. Atlanta will comprise Alabama, Georgia and Florida, and the Charlotte district will be made up of North and South Carolinas. B. R. Ward has been named district manager for the Atlanta territory, and L. H. Stone, district manager for the Charlotte area. Mr. Ward has been with the company since 1921, beginning in St. Louis, and Mr. Stone since 1919, starting in Syracuse.



CECO

## CECO Criss-Cross Evaporator Performance and Economies Dictated the Order for Four Additional Units

**The illustration to the left shows an installation of four CECO Criss-Cross tube Evaporators in one of the largest soap plants in the West for the evaporation of spent soap lye and sweet water.**

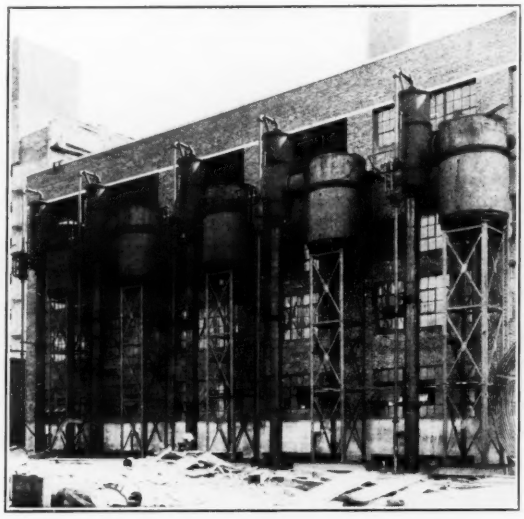
Six years ago we installed a complete CECO Criss-Cross Evaporator unit of 260 sq. ft. heating surface. The rate of evaporation being approximately 50 lb. per sq. ft. of heating surface. The unit that was displaced had approximately 400 sq. ft. of heating surface and required 24 hours to do the necessary work. The CECO unit, of about one-half the heating surface, required only six hours to do the same work.

After six years of successful operation we were given a contract to install four additional units to take care of increased production.

The company engineers who had been operating the original CECO unit claimed that tests showed greater evaporation per square foot than the guarantee. Therefore they could install CECO Criss-Cross Evaporators of a much smaller size, and practically pay for them with the saving in floor space alone. Further the original unit had required practically no maintenance expense, as the tubes had never been touched or cleaned and are in very fine condition.

The new units are the very latest development, having large vapor section for the expansion of the vapors, therefore dropping out entrainment, although catchalls are installed as a precaution. Barometric condensers, see illustration at bottom, are used with steam jet vacuum pumps to assure the very highest vacuum that can be obtained for this type of equipment.

When considering new evaporation, whether for replacement, expansion or an entirely new operation, engineers should consider CECO Criss-Cross Evaporators very carefully, as we can show considerable improvement over the older types.



# *Chemical Equipment Company*

**MONTPELIER, INDIANA**

Say you saw it in SOAP!

## Lever Bros. Holds 17th Picnic

The seventeenth annual picnic of Lever Brothers Co., Cambridge, was held recently at Norumbega Park. In attendance were about 1,200 employees and officials of the company and an equally large number of members of their families. The group travelled to the park in a special train, and spent the day engaged in various sports and entertainments. In the baseball game between the works team and the office team, which was one of the features, the latter team was defeated by the score of 2 to 1. Numerous other events were held in which prizes were awarded by F. A. Countaway, head of the company. The Sandy Burr course was available for golfers. After a luncheon of fried chicken and clam chowder the orchestra played for dancing during the afternoon. The general committee in charge of the outing was made up of R. E. Carlisle, P. R. Babcock and H. C. Ashton.

A reduction of 5½c. per hundredweight in the freight rate on glycerine (other than crude) has been approved by the New York State Public Service Commission for the New York Central (East) lines. The new rate is 32c. on barrels, carloads (minimum weight 40,000 pounds), Long Island City (Pidgeon street), New York (including lighterage), Kings Bridge, Morris Heights, High Bridge, Melrose Junction, Westchester avenue, and Port Morris to stations East Buffalo to Harriet. It becomes effective July 20.

A large percentage of the people of Argentina use what might be considered laundry soaps for toilet purposes, and a large volume of the very cheapest tallow soaps are also used for toilet and even shaving purposes. A large proportion of the houses do not have hot running water, and many of the poorer class houses have no bathrooms. The per capita consumption of soaps, and especially toilet soaps, is accordingly not comparable with consumption in the United States. Exports of soaps, dentifrices and toilet goods from United States to Argentina had a value of $279,000 in 1927, $214,000 in 1928 and $212,000 in 1929.

Exports of toilet and fancy soaps from United States during May, 1930, were 759,593 lbs., worth $154,573, compared to 772,544 lbs., worth $158,969 in May, 1929.

Exports of laundry soaps from United States during May, 1930, were 3,070,676 lbs., worth $209,057, compared to 3,298,655 lbs., worth $228,833 in May, 1929.

## Rosin Stocks Higher

Receipts and stocks of Gum Rosin at Savannah, Jacksonville, and Pensacola as published in the *Savannah Weekly Naval Stores Review*, issue of July 5, 1930, were as follows:

| | 1930<br>Rd. Barrels | 1929<br>Rd. Barrels |
|---|---|---|
| Gum Rosin Receipts April 1 to July 2... | 403,869 | 407,917 |
| Gum Rosin Stocks July 2 ..... | 205,840 | 130,096 |

Receipts indicate that this year's crop is approximately the same as last year's crop to date. Stocks show an increase of approximately 75,000 barrels compared to last year which indicates that the demand is running just that much short of the supply. The decrease in price is very substantial and current prices are generally considered to be below the cost of production.

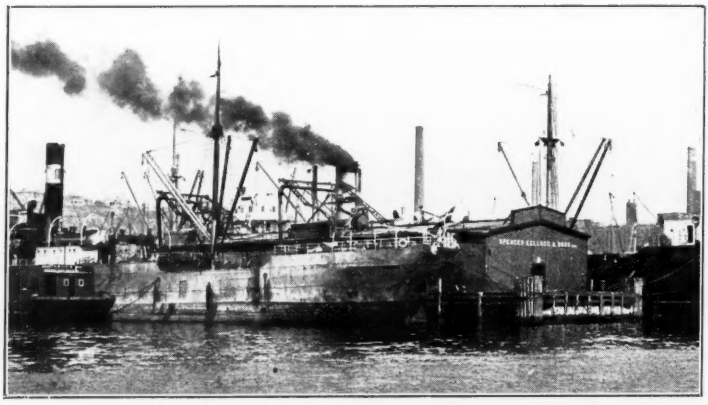
## Kranich Talks on Soap

Herbert Kranich, president of the Kranich Soap Co., Brooklyn, N. Y., spoke before the Kiwanis Club of Brooklyn on July 15 at a luncheon meeting at the Leverich Towers Hotel, on "Soap, Its Manufacture and Uses." Mr. Kranich traced the history of soap manufacture and outlined briefly its influences in modern life and industry. He placed the average of soap consumption per capita in the United States at $50, which includes, he explained, not only the soap bought for use in the household and the like, but also soaps used in various industrial operations and in industrial cleansing. He placed the beginning of the manufacture of soap on a commercial scale in factories, as a supplement to the home manufacture of soaps, as about 1600 in England. In the course of his address, he stated that "the level of civilization in any country is directly proportional to the extent of its soap consumption."

A recent survey of four drug stores showed that 50% of the toilet soap sales come from 11.7% of the brands. The average number of brands carried was 49, with 5.7 items accounting for half of the sales. The survey was conducted by Druggists' Research Bureau of New York City.

Although exports of perfumes, toilet soaps and dentifrices from the United States to Hungary do not assume large proportions, the market merits attention. Exports of these products for the past three years have averaged $20,000.

# Large Warehouse Stocks
## *Protect Purchasers*



Docks at the great Edgewater, N. J., plant where Kellogg Coconut Oils are refined and shipped to warehouses thruout the country.

LARGE warehouse stocks of Spencer Kellogg Coconut Oils in the key cities listed below assure prompt delivery of all orders—protecting users of quality coconut oils in case of unforeseen shortages.

These stocks also help purchasing agents who aim to make money by the use of materials rather than by speculation in materials.

KELLOGG'S THE TEST TELLS 1894

SPENCER KELLOGG COCONUT OILS

Manila Crude
Crystalite
Silver Seal Cochin
Edible
Hydrogenated

WAREHOUSE STOCKS CARRIED AT:

| | | |
|---|---|---|
| ALBANY | CHICAGO | DETROIT |
| BALTIMORE | CINCINNATI | KANSAS CITY |
| BOSTON | CLEVELAND | MILWAUKEE |
| NEW YORK CITY | | PHILADELPHIA |

*(Tank Wagon Service in Greater New York)*

SPENCER KELLOGG AND SONS SALES CORP'N

*General Offices:* Buffalo, N. Y.; *New York Offices:* Graybar Building; *Crushing Plant:* Manila, P. I.; *Refinery:* Edgewater, N. J.
*Sales Offices in all Principal Cities.*

Say you saw it in SOAP!

## Comparative Security Prices

PRICES of stocks of soap, chemical, insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter, are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York.

| Stock | High 1930 | Low 1930 | July 1 1930 | Aug. 1 1930 |
|---|---|---|---|---|
| Allied Chem. | 343 | 232 | 247 | 264 |
| Amer. Agric. | 10⅜ | 4⅝ | 5 | 5½ |
| Amer. Cyan. "B" | 37 | 17⅜ | 19⅜ | 22 |
| Armour of Ill. "A" | 8⅛ | 4⅜ | 5¼ | 5¼ |
| Bon Ami "A" | 78 | 70 | 70 | 71 |
| Brillo | 16½ | 7⅛ | 8 | 7⅛ |
| Colgate, P. P. | 64⅛ | 50 | 51½ | 58 |
| Corn Prod. | 111⅜ | 87½ | 90½ | 95⅜ |
| Dow Chem. | 100 | 69½ | 71 | 70 |
| Drug, Inc. | 87⅜ | 67 | 71¾ | 76⅜ |
| Du Pont | 145¼ | 95¾ | 97½ | 114½ |
| Glidden | 38 | 15⅛ | 15½ | 15⅝ |
| Gold Dust | 47⅞ | 34½ | 37½ | 40¼ |
| Gulf Oil | 166⅞ | 117⅛ | 119½ | 125½ |
| Heyden | 23 | 14 | 15 | 15 |
| Intl. Agric. | 8½ | 4½ | 6 | 5⅝ |
| Lehn & Fink | 36 | 22¼ | 25¼ | 29½ |
| Mathieson | 51⅜ | 32⅜ | 36½ | 38 |
| McKesson & Rob. | 37⅜ | 18⅝ | 22 | 21 |
| Monsanto | 63¾ | 35 | 38 | 44¼ |
| Newport "A" | 85 | 45 | 48 | 50¾ |
| Procter & Gamble | 78⅞ | 52⅝ | 67½ | 73⅛ |
| Shell Union | 25½ | 18 | 18¾ | 19¼ |
| Sherwin Williams | 85 | 79 | 79½ | 79 |
| Sinclair | 32 | 20 | 21⅝ | 23¾ |
| Standard Oil of Cal. | 75 | 55½ | 60 | 62½ |
| Standard Oil of Ind. | 59⅞ | 47⅝ | 49¾ | 50½ |
| Standard Oil of N. J. | 84⅞ | 58 | 64½ | 72 |
| Standard Oil of Ohio | 108½ | 77 | 82 | 78½ |
| Swift & Co. | 34½ | 28 | 28¾ | 29⅜ |
| Union Carb. | 106⅜ | 60⅛ | 66 | 72⅛ |
| Westvaco Chlorine | 59½ | 30 | 32 | 45 |
| Wilson & Co. | 7¾ | 3 | 3½ | 4⅛ |

Denofa Co. and Lilleborg Mfg. Co. have been authorized by the Norwegian government to proceed with plans in connection with their merger with Unilever, Ltd., London. This step means organization of the chief consumers of whale oil. No agreement has yet been reached with regard to the soap industry.

The largest producers of vegetable oils in Java are the N. V. Oliefabriken Olvado, who have four factories for the production of coconut oil, castor oil, kapok oil and the cakes and meal by-products of these oils. In 1928 this organization crushed a total of 76,660 metric tons of copra and seeds and exported 34,156 metric tons of oil. The company's plants are located at strategic points on the island of Java and the Head Office is at Soerabaya.

## Colgate Profits Up in First Half

Colgate-Palmolive-Peet Co., Chicago, earned net profit of $3,760,625 in the first half of 1930, an increase of $597,476, or 19%, over the $3,163,149 earned in the first six months of 1929. This increase in earnings came in spite of decreased sales and reduced prices, and can only be attributed to lower cost of raw materials and administrative economies. Since the reduction in the cost of raw materials was reflected only partially during the first half of 1930, a still greater increase in net returns is expected for the second six months. Sales are normally greater during the second half of each year, according to C. S. Pierce, president of the concern, and net profits should also be boosted by further economies that are planned. Second half net profits of the company for 1929 were $5,747,482. The net profits for last year were $8,910,631. Net sales were $100,560,689. Common stock earned $4.03 per share. Colgate is reported to have on hand the greatest stock of raw materials it has ever had at the lowest prices it has ever paid.

## P. & G. Earnings Rise to $3.37 Share

Procter & Gamble Co., Cincinnati, has reported for the year ended June 30, 1930, net profit of $22,450,600, after all charges and adjustments. This was equivalent, after deduction of preferred dividend payments, to $3.37 a share on 6,410,000 no par common shares. This compares with net profit in the preceding year of $19,148,933, equal to $2.89 a share on above number of common shares. Gross sales for year ended June 30 were $203,365,610, against $202,213,831 in the preceding year. Current assets amounted to $87,646,446 and current liabilities $6,452,495, as compared with $75,106,187 and $6,499,431, respectively, at close of previous fiscal year. Both sales and profits for 1930 are all-time high records, the reason for the small increase in gross sales being that lower prices have prevailed for the company's products. A comparison based upon tonnage shows a satisfactory increase.

An order for two ocean-going whale oil factories has been placed with Furness Shipbuilding Company, of Haverton-Hill-on-Thames, England. The ships, it is stated, will be the largest factory ships of the kind afloat, and will be for Norwegian whaling companies, and of about 21,500 tons deadweight. Cargo capacities of 95,000 to 100,000 barrels of whale oil are spoken of in connection with the new vessels, and a daily production of about 1,500 barrels of oil.

# Now in 100 lb. Multi-Wall Paper Bags— Light 58% Soda Ash

ANOTHER forward step in a program of constant improvement — Wyandotte Soda Ash now comes in multi-wall paper bags. Multiple wrappings end the old dust nuisance. No Soda Ash sifts out—it can't.

The new 100 lb. size handles easier, quicker. You save time, labor. Guaranteed dust-proof, leak-proof, break-proof, moisture-proof.

Michigan Alkali Company is the first Soda Ash manufacturer to successfully use this method of packing Soda Ash.

*"Distinguished for its high test and uniform quality"*

## MICHIGAN ALKALI COMPANY

*General Sales Department*

**10 East 40th Street, New York City**

NOTE NEW ADDRESS: Our new location in New York is at 10 East 40th Street—just across the street from where we were and a few steps nearer Fifth Avenue.

**Chicago Office: 1316 South Canal Street** **Works: Wyandotte, Michigan**

Say you saw it in SOAP!

## CHICAGO NEWS

CHICAGO Perfumery, Soap and Extract Association will resume its regular semi-monthly meetings on the first Wednesday, or 3d of September. President C. A. Seguin and Secretary William H. Schutte have formulated a number of plans for entertainment and other matters of interest. In the meantime, the golf tournaments have been proceeding with unusual success. The fourth tournament was held on Tuesday, July 8th, at the Crystal Lake Course. In spite of the fact that many members were away from the city on vacations, a crowd almost as large as those of previous tournaments was assembled, and a number of visitors extended it almost to capacity. Since most of those absent belonged to Class B, the two classes were combined and the prizes distributed straight down the score board.

First prize was won by Elmer Smith, of American Aniline Products Co., with 84—6, net 78; the others were as follows: Second, A. C. Stepan, of Roessler & Hasslacher Chemical Co., with 90—12, net 78; third, A. C. Drury, of A. C. Drury & Co., with 92—12, net 80; fourth, William H. Muttera, of Armstrong Cork Co., with 97—16, net 81; fifth, G. Wilhelm, of George Lueders & Co., with 91—8, net 83; sixth, B. F. Zimmer, of Fritzsche Brothers, Inc., with 100—16, net 84. The booby prize was carried away by John A. Scott, with the notable score of 130—30, net 100. Three prizes were set aside for the guests, and were won as follows: first, J. Stepan, with 91—20, net 71; second, W. E. Rowe, with 102—30, net 72; and third, Frank Talbot, with 98—24, net 74. The next tournament will be held at the Medinah Country Club Course on Tuesday, August 19th. This will be the semi-final affair, in preparation for the grand closing tournament in September.

G. F. Pauley took his place on the first of August in the Chicago office of Monsanto Chemical Works as assistant manager to Frank T. Robinson of the Chicago Sales District. Mr. Pauley replaces Fred C. Renner, who was recently transferred to the Boston office.

H. S. Kier, formerly with the Thayer Pharmacal Company, recently established his own cosmetic business with offices at 437 West Ontario Street. It is expected that he will soon announce several new products to the trade.

Final preparations are being made for the Eleventh Annual Convention of the American Association of Cosmeticians and Hair Artists, which is scheduled for August 18, 19 and 20 at the Sherman Hotel. Frances Martell, secretary, anticipates that the 1929 crowd of 3,500 will be exceeded. Exhibitions and booths have been arranged in sufficient number to fill the grand ballroom.

## P. & G. Buys in England

Procter & Gamble Co., Cincinnati, has acquired Thomas Hedley, Ltd., Newcastle, one of the leading soap manufacturing concerns in England. Although details of the purchase have not yet been made public pending the arrival in New York of R. R. Deupree, vice-president of Procter & Gamble, it is generally believed that the plants of the Hedley concern at Birmingham and Wathondearne, England, will be enlarged to take care of production of Procter & Gamble products as well as to continue the production of the Hedley products. The latter line includes a complete list of toilet and laundry soaps such as Fairy, Stanley's Supersol, Naphtha Dyso, Fairy Flakes, Hedley's Toilets and Olivso. The Thomas Hedley Company has an authorized capitalization of £500,000, approximately $2,250,000 and was formed at Newcastle, England, in 1838, which was one year after the establishment of the Procter & Gamble business. With this additional strength in the English market Procter & Gamble Co. will be in a favorable position to expand its activities throughout that country and the rest of Europe. It is expected that his initial move will lead to similar moves in other European countries. It has been rumored that the Cincinnati concern is negotiating with a French manufacturer of soaps. R. R. Deupree was expected back in Cincinnati by August 4.

An attempt will be made to get druggists to push the sale of glycerine as an anti-freeze preparation during the coming winter season, according to reported plans of Glycerine Producers' Association. Druggists formerly sold considerable quantities of alcohol for this purpose, but have been unable to compete with service stations in this sale recently.

Glyco Products, Inc., Brooklyn, recently appointed five new representatives as follows: John H. Beach, Chicago; George H. Martin & Co., San Francisco; Edward Rosendahl, Elizabeth, N. J.; Thompson-Heyward Co., New Orleans; and Frank H. Sedgewick, Dominion House, Bartholomew Close, England.

# SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet

## HEINE & CO.

NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & CO., A. G., Leipzig
in the United States and Canada

Say you saw it in SOAP!

# PERSONAL and IMPERSONAL

Colgate-Palmolive-Peet Co. has recently awarded contracts for the construction of a $150,000 addition to handle liquid soap products at Kansas City.

B. T. Babbitt, Inc., Albany, recently acquired the lye preparing plant of J. B. Ford Co., Wyandotte, Mich., at a price said to be $1,000,000. Announcement of the purchase was made July 24 by Ira Mendelson, vice-president of B. T. Babbitt.

Kirkman & Son, Brooklyn, will feature their soap chips in a campaign which includes 37 newspapers, magazines and radio broadcasts.

Andrew Jergens Co., Cincinnati, plans to introduce nine new toilet preparations in the Woodbury line which it now owns. These include coconut oil, tar and liquid castile shampoos.

Creme barbemousse, a shaving cream composed wholly of soap has been judged dutiable at 30% as toilet soap instead of at 75%, on complaint of Guerlain Perfumery Corp., of New York.

Plough, Inc., Memphis, is reported to be ready to place on the market a "Soap Cream" in response to the demand for a soap which can be packed in a tube and carried in a handbag. It has been reported that shaving creams have been used for this purpose.

Decision has been rendered in favor of Lever Bros., Ltd. and Niger Co., in the action brought by them against Hyslop Bell and Walter E. Snelling seeking return of salaries paid to these men and damages for alleged private dealings in cocoa contrary to the interest of the companies. By the decision Lever Bros. are entitled to recover £30,000 and £20,000, respectively, from Bell and Snelling, and are also entitled to damages of £1,360 and £5 nominal damages.

Franklin Ives, organizer of the Globe Soap Co., now owned by Procter & Gamble Co., died at his home in Cincinnati recently after a long illness. He was seventy-three years old. He started the Globe Soap Co. in Cincinnati about forty years ago, and was president of it for many years. He is survived by a widow, two sons and a brother.

Thine Products, Inc., recently acquired eight toilet preparations from Stanhope Laboratories, Brooklyn, among them being Medicol, a liquid soap, and Amberol, a shampoo.

Lennen & Mitchell, New York advertising agents, will handle the advertising account of Woodbury's facial soap for Andrew Jergens Co., Cincinnati.

Lever Bros., Ltd., has recently purchased the freehold of Lever House, London headquarters of the firm, from the governors of Bridewell Hospital at a price of £250,000.

The decision which denied Colgate-Palmolive-Peet Co. the protection of the Mexican courts in the defense of its trade mark rights has recently been reversed by the Supreme Court of Mexico according to Merchants' Association of New York.

B. T. Babbitt, Inc., A. Gross & Co. and Lehn & Fink Products Co. have all been members of Merchants Association of New York since its formation in 1897, according to a recent bulletin.

Among the members of the industrial alcohol advisory committee recently appointed by Dr. James M. Doran, commissioner of industrial alcohol supervision, are the following: Martin H. Ittner, Colgate-Palmolive-Peet Co.; W. M. McCormick, McCormick & Co.; A. H. Smith, Sharp & Dohme Co. and E. B. Hurlburt, J. B. Williams Co.

A. J. Lansing, secretary of Colgate-Palmolive-Peet Co., has recently denied that there is any merger agreement between his concern

# WHEN IT COMES
## to supplying the soapmaker

with perfume materials, we are in position to furnish the highest quality merchandise at interesting prices.

*When Again in the Market for*

**Oil Rosemary Spanish**
**Oil Thyme Red and White**
**Oil Lavender Flowers French**
**Oil Vetivert Bourbon and Java**
**Oil Geranium Bourbon and African**

*Write Us for Prices.*

***All Products of***

**Bertrand Freres, S. A.**
GRASSE FRANCE

***Sole Representative U. S. and Canada***

**P. R. DREYER INC.**
**26 CLIFF STREET NEW YORK**

***Agent for***

**PAOLO VILARDI**
**Reggio Calabria, Italy**
***Essential Oils***

**H. RAAB & CO.**
**Roermond, Holland**
***Artificial Musks***

**VANILLIN FABRIK**
**Hamburg, Germany**
***Aromatic Chemicals***

and El Dorado Oil Co., San Francisco. While admitting that negotiations had been made he stated that he did not believe it likely that they would result in a merger.

Murray Oil Products Co., Philadelphia, announces the appointment of J. E. Falkingham in charge of its chemical department. He was formerly manager of the New York office of Ellis Jackson & Co., Philadelphia.

Colgate-Palmolive-Peet Co. is introducing a new product called "Palmolive Beads," tiny globules of soap said to be especially designed for washing fine fabrics. These are said to dissolve instantly in water and to be effective in water 20 degrees colder than that in which some other soaps must be used. It is also said that the product will not injure the hands of the user. The package is similar in design to the one in which Palmolive soap is wrapped.

Russell H. Dunham, president of Hercules Powder Co., and George M. Norman, technical director, delivered addresses at the exercises held in connection with the laying of the cornerstone at the new experimental and research laboratories of the company on July 30.

Motor City Oil Co., 3131 Bellevue Ave., Detroit, Mich., has recently entered the soap business. The company also handles all grades of oils and greases.

Puritan Soap Co., Rochester, recently appointed the B. & L. Electric Corp. of Utica, N. Y., as distributors in that territory for its products.

Damage estimated at $15,000 was caused by a fire which destroyed a storehouse at the plant of Quaker Soap Co., Hackensack, N. J., recently.

Clarence M. Mills, secretary-treasurer of American Products Co., Cincinnati, was expected to return a short time ago from a six weeks' European trip.

In a stipulation entered into with the Federal Trade Commission, two manufacturing companies have agreed to cease and desist from using the word "Castile," either independently or in connection with other words, to describe their products, unless such products are made of olive oil so as to be accurately represented as Castile, according to the Commission's interpretation of the meaning of the word. The stipulation, No. 587, also covers use of the names of various fruits.

The Fall golf tournament of Oil Trades Association of New York will be held at Westchester Hills Country Club, White Plains, N. Y., on Sept. 9, 1930.

Mathieson Alkali Works, Inc., reports for the three months ended on June 30 net income of $565,687, equivalent after preferred dividend requirements to earnings of 81 cents a share on the common stock. In the three months ended on June 30, 1929, net income was $610,697, or 96 cents a share, on the smaller amount of common stock then outstanding. For the six months ended on June 30 net income was $1,107,633, or $1.57 a share, compared with $1,117,371, or $1.75 a share, in the first half of 1929.

Cecil E. Miller has joined the operating staff of Foster D. Snell, Consulting Chemist. Mr. Miller will be employed in Rochester, N. Y. for the present.

The following associations are participating in the educational work of the American Arbitration Association, New York: Manufacturing Chemists' Association of U. S. A., National Beauty and Barber Supply Dealers Association, and National Association of Dyers and Cleaners.

Stocks of cottonseed oil on hand June 30, 1930, in United States totaled 22,750,308 lbs. of crude oil and 393,306,235 lbs. of refined oil, as compared with 29,682,255 lbs. of crude and 431,095,141 lbs. of refined on hand at the same time in 1929.

In a report based on interviews with 31,000 owners of radios, the Association of National Advertisers states that the hour from 8 to 9 P. M. finds more people using their radios than any other hour. The survey also discloses that the average number of listeners per set is three, rather than the higher figures given by broadcasting companies. The potential radio audience totals 27,000,000.

Almost every well-known American tooth paste is being sold in the Netherland East Indies market which for the last three years has consumed yearly an average of $240,000 worth of American toilet preparations.

*This Trade Mark* DARCO *On Every Carton*

# Capacity Filtration Output

with

# DARCO
# Decolorizing Carbon

means

## (1) Reduced Equipment Investment

## (2) Low Operating Cost

**The adsorptive capacity of DARCO, its freely filtering structure, together with its high density, result in maxiaum output for each filtering unit and lowest cost for filterpress labor, repairs, etc.**

**The results are reflected in the cost and quality of your oils and fats purified or decolorized with DARCO.**

**Write for a Free Sample.**

## DARCO SALES CORPORATION

**45 EAST 42nd STREET**
**NEW YORK, N. Y.**

***Telephone:***
***Vanderbilt 1592***

***Cable Address:***
***DARCOSALE, New York***

Say you saw it in SOAP!

# SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

## Appoint 1930 Committees

W. H. IRWIN, president of the American Oil Chemists Society, has announced his committee selections for 1930-31. Those of interest to the soap industry are given below. Archibald Campbell, chairman of the Soap Section, has not announced his committees for the Soap Section of the Society as yet.

*Uniform Methods and Planning Committee*

J. J. Vollertsen, Armour & Co., U. S. Yards, Chicago, Ill. (chairman); A. Campbell, 3239 Stettinius Ave., Cincinnati, Ohio; N. C. Hamner, Southwestern Laboratories, 1812½ Main St., Dallas, Texas; C. B. Cluff, The Procter & Gamble Co., Ivorydale, Ohio; E. T. Marceau, Gold Dust Corporation, 297 Fourth Ave. at 23rd St., New York, N. Y.

*Color Committee*

W. D. Hutchins, The Southern Cotton Oil Co., Savannah, Ga. (chairman); A. K. Schwartz, South Texas Cotton Oil Co., Houston, Texas; G. G. Grant, Durkee Famous Foods, Inc., 2670 Elston Ave., Chicago; G. W. Agee, Barrow-Agee Laboratories, Memphis, Tenn.; A. W. Putland, Armour & Company, U. S. Yards, Chicago, Ill.; T. C. Law, Law & Co., Atlanta, Georgia.

*Fat Analysis Committee*

W. D. Richardson, Swift & Co., U. S. Yards, Chicago, Ill. (chairman); R. W. Bailey, Stillwell & Gladding, 80 West St., New York, N. Y.; T. C. Law, Law & Co., Atlanta, Georgia; C. P. Long, 1283 Michigan Ave., Cincinnati, Ohio; H. J. Morrison, Procter & Gamble Co., Ivorydale, Ohio; M. L. Sheely, Armour & Company Soap Works, 1355 West 31st St., Chicago; L. M. Tolman, Wilson & Co., U. S. Yards, Chicago, Ill.; H. P. Trevithick, Bureau of Chemistry, New York Produce Exchange, New York, N. Y.; J. J. Vollertsen, Armour & Company, U. S. Yards, Chicago, Ill.; D. Wesson, 111 S. Mountain Ave., Montclair, N. J.

*Sampling Committee*

C. V. Serbell, Portsmouth Cotton Oil Ref. Corp., Portsmouth, Virginia, (chairman); J. W. Bodman, Lever Bros., Cambridge 39, Mass.; W. C. Moor, Armour & Company, Fort Worth, Texas; A. E. King, Swift & Company, U. S. Yards, Chicago, Ill.; R. A. Duncan, Procter & Gamble Co., Ivorydale, Ohio.

*Referee Board*

W. H. Irwin, Swift & Company, U. S. Yards, Chicago, Ill., (chairman); W. R. Stryker, Southport Mill Ltd., New Orleans, Louisiana; H. Aspegren, Portsmouth Cotton Oil Ref. Corp., Portsmouth, Virginia; L. C. Haskell, Southern Cotton Oil Co., Savannah, Ga.; F. Paquin, Galveston Laboratory, Hall Bldg., Galveston, Texas.

*Kreis Test Committee*

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*Olive Oil Committee*

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# Soap Perfume Oils

*Produced by*

## ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African — Geranium Bourbon

Lavender Fleurs — Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

—

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

**GEORGE SILVER IMPORT CO.**

461-463 FOURTH AVENUE
NEW YORK CITY

Say you saw it in SOAP!

# ON PRODUCTS AND PROCESSES

The following standards are suggested for standard washing media: Standard soap base should contain 90% tallow and 10% coconut oil, the finished soap containing 78-80% fatty acids. Soft soap 50% should have linseed oil and 50% tallow; smooth soft soap should have 40% potassium linseed oil soap; standard soap powders (40% powders) made from fatty acids are (a) 0 powders containing 10% persalts, 40% fatty acids and 20% sodium carbonate; (b) second quality soap powders containing no persalts, not less than 20% fatty acids and not more than 40% soda ash. *Seifen. Ztg.* 57, 223-4, 239-40 (1930).

On account of their high cleansing power, their handy, viscous and easily soluble state, washing extracts are becoming steadily more popular for laundry use in Germany. A typical washing extract is a viscous pure potash soap, which with a fatty acid content of 40 to 45 per cent is perfectly neutral or sometimes slightly acid, and which contains a certain admixture of an intensifying agent. *Chem. Zentr.* 1929, I, 2842.

A patented quick-process soap is prepared by slowly adding sixty parts of very hot coconut oil to a solution of five to seven parts of caustic soda and five parts of soda ash in forty-five parts of water. The mixture is heated to boiling, five parts of powdered rosin and a solution of five parts of salt in twenty-five parts of water are added. After boiling for twenty minutes the product is run into molds.—*Fr. Pat. No.* 577,923.

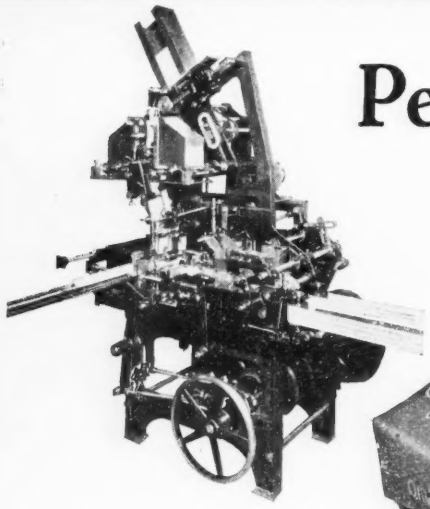
Because the Liebermann-Storch-Morawski reaction for detecting the presence of rosin is subject to failures when small amounts of rosin are present, produces different colors when large amounts are present and is not specific for rosin, F. Michel has revised the method as follows: Rosin-containing material is dissolved in three cc. of chloroform, five cc. of sulfuric acid (65-67%) added and the mixture strongly shaken for a few seconds. Three milligrams or more of rosin will give the acid a strong yellow color. Fractions of a milligram of rosin will be detected when a further dropwise addition of acetic anhydride is very carefully made, the chloroform thereby assuming a violet color. Vigorous shaking gives the acid a purple-red to carmine-red color. The procedure is repeated until the chloroform is no longer colored by the acetic anhydride and the acid has assumed an unchangeable color. To detect rosin in admixture with mineral oils, fats, fatty acids, etc., it is best to use the residue from a 70% alcohol extraction of the material for the test Soap and soap products are first acidified and the rosin extracted with dilute alcohol.—*Chem. Ztg.* 54, 182-3 (1930).

To facilitate laundering with hard water, there may be added to the water an ordinary soap, a compound obtainable by sulphonating a polynuclear aromatic hydrocarbon containing an alkyd side chain with more than two carbon atoms, such as iso-propyl naphthalene sulfonic acid and then treating a fatty oil such as castor oil with the reaction product in the presence of sulfuric acid. *U. S. Pat. No.* 1,746,170.

In a study of the physical chemistry of fatty acids, copper and aluminum were exposed to the conditions of an autoclave used in fat hydrolysis, operating at a pressure of 12 atmospheres for 1024 hours. The measured corrosion of copper by technical peanut oil at 188 degrees was 0.009 gram per square meter per hour; of aluminum, 0.042 gm./sq.m./hr. Stearic acid corroded nickel to the extent of 0.62 gm./sq.m./hr. at 190 degrees. The discoloration of technical fatty acids is not due to the influence of light. *Z. angew. Chem.* 42, 1033-5 (1929).

A newly patented cleaning fluid consists of a petroleum distillate having a boiling point range of about 105-205 degrees Centigrade mixed with sufficient carbon tetrachloride to raise the flash point above 38 degrees C. (but containing less than 50 per cent carbon tetrachloride). U. S. Pat. No. 1,759,155.

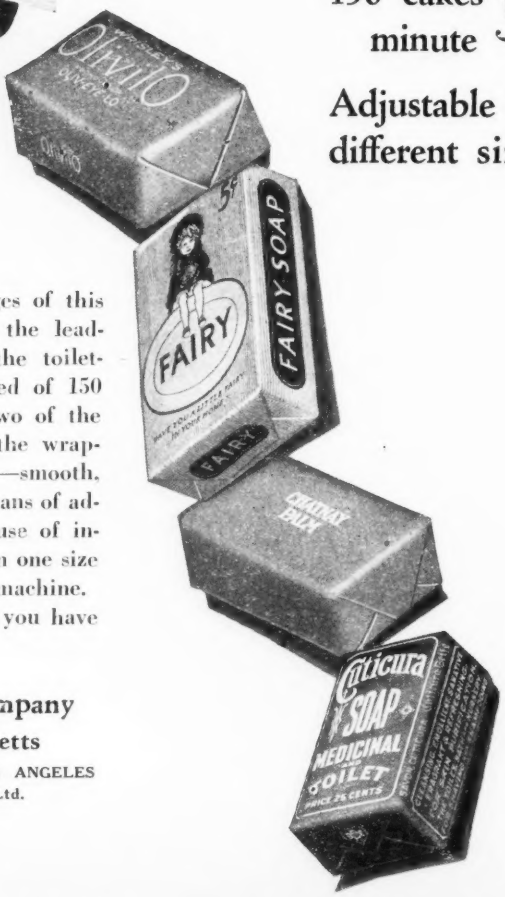
The most suitable and rapid method for determining the saponifiable total fat in soap materials is said to be by estimating the acid number, saponification number and total fatty acids with calculation of the neutral fat. *Allgem. Oel u. Fettztg.* 26, 160-3 (1929).



# Perfect Wrapping at high speed

**150 cakes per minute**

**Adjustable for different sizes**




THE outstanding advantages of this machine have made it the leading wrapping machine in the toilet-soap business. With its speed of 150 per minute, it can replace two of the older type machines. And the wrapping it produces is flawless—smooth, tight, perfectly sealed. By means of adjustments provided and the use of interchangeable parts, more than one size can be wrapped on the same machine.

Get in touch with us when you have a wrapping problem.

**Package Machinery Company**
**Springfield, Massachusetts**

NEW YORK CHICAGO LOS ANGELES
LONDON: Baker Perkins, Ltd.

**PACKAGE MACHINERY COMPANY**

Over 150 Million Packages per day are wrapped on our Machines

Say you saw it in SOAP!

# CONTRACTS AWARDED

General Soap Co. was recently awarded the contract for 120,000 lbs. of laundry soap for Brooklyn quartermaster at 4.27c lb. Korite, Inc., was awarded 3,600 pts. of liquid metal polish at 10c. Armour & Co. awarded 24,000 cans scouring powder at 2.91c. National Crystal Co. awarded 20,000 lbs. sal soda at 1.05c. Ray-Mont Products Co. awarded 500 lbs. scouring powder at 3.4c.

◆

Colgate-Palmolive-Peet Co., Berkeley, Cal., was recently awarded the contract for 4,020 lbs. of salt water soap for Fort Mason quartermaster at 3c; 54,180 lbs. laundry soap at 3.918c; 74,820 lbs. laundry soap at 3.918c. Newell-Gutradt Co., San Francisco, awarded 21,000 cakes floating soap at 4.45c; 10,000 cakes coarse scouring soap at 2.3c. Stevens Soap Corp., Brooklyn, awarded 3,600 cakes fine soap at 4.5c. Zellerbach Paper Co., San Francisco, awarded 3,500 cotton mops at 45.75c.

◆

Will & Baumer Candle Co. was recently awarded the contract for 10,000 lbs. candles for Brooklyn quartermaster at 12.5c; also 2,500 lbs. at 12.5c. Colgate-Palmolive-Peet Co. was awarded 240,000 lbs. laundry soap at 4.117c. Stevens Soap Corp. awarded 30,000 cakes scouring soap at 3.2c. Windsor Soap Co. awarded 15,000 cakes white floating soap at 2.988c. Beach Soap Co. awarded 5,000 lbs. of white floating soap cakes at 7.39c; also 10,000 lbs. of same at 7.39c. B. R. Elk & Co. awarded 48 cartons insect exterminator at 13c. Leeno Products Co. awarded 12 cans liquid floor wax at 40c.

◆

Peck's Products Co. was recently awarded the contract for 80 500-lb. cans of automobile soap for Washington Post Office department at 3.73c; 20 250-lb. cans at 4.16c; 75 50-lb. cans at 5c; and 240 10-lb. cans at 6.5c.

◆

Newell-Gutradt Co., San Francisco, was recently awarded the contract for a quantity of scouring soap for Fort Mason quartermaster at 2.25c.

◆

Colgate-Palmolive-Peet Co., Chicago, was recently awarded the contract for 40,000 lbs. issue soap for Fort Sam Houston quartermaster at 4.679c.

◆

Procter & Gamble Distributing Co., Dallas, Tex., was recently awarded the contract for 32,600 lbs. of washing soda for Fort Sam Houston quartermaster at 7.65c.

◆

Among the bids entered for 200 qts. furniture polish for Washington Marine Corps in a recent bidding were the following: R. M. Hollingshead Co., Camden, 18c; Uncle Sam Chemical Co., New York, 35c; Unity Sanitary Supply Co., New York, 28c; and U. S. Sanitary Specialties Corp., Chicago, 26.5c.

◆

The following bids were among those entered for 18 bbls. of sweeping compound for Washington Marine Corps: Uncle Sam Chemical Co., New York, 2c; Fitch-Dustdown Co., Baltimore, 1.75c; and U. S. Sanitary Specialties Corp., Chicago, 2.25c.

◆

## Hercules Cuts Rosin Production

Officials of the naval stores department of Hercules Powder Company announce that since the latter part of July the Hattiesburg Plant has operated on a three-weeks-per-month basis. This curtailment of operations is equivalent to approximately 10% of its entire production. This operating schedule was decided upon as a result of the company's policy to avoid production materially in excess of sales. For a number of years, the company has scheduled operations in proportion to its ability to sell production, and the present depressed condition in the naval stores industry and an increase in inventories has made a decrease in production seem advisable. Operations at the company's Brunswick Plant will be continued at its present rate of production.

◆

George F. Hasslacher, secretary and director of Roessler & Hasslacher Chemical Co. New York, resigned his position August 1. He will travel for the next few months. The company was taken over last March by E. I. duPont de Nemours & Co.

# INTERNATIONAL HYGIENE EXPOSITION DRESDEN, 1930

If you are going to Europe this summer, why not combine the useful with the pleasant and visit the--

*International Hygiene Exposition in Dresden, Germany?*

The city itself is famous on account of its beauty, its lovely surroundings, its many treasures in architecture, museums, parks and finally its opera.

In the hygiene exhibition you will be able to study what the rest of the world has to show in new ideas regarding sanitation and public and individual cleanliness, in new processes and products to approach the realization of an ideal to which you, as a soap manufacturer, have devoted your knowledge, energy and capital.

The firm of J. M. Lehmann, Dresden, will exhibit a complete Automatic Soap Plant in full operation and representing the latest types of machinery which this concern—the largest in this line in the world—has designed and constructed. Their representatives will be present to give you any information you may desire and at their Main Office at Freiberger Strasse No. 108, Dresden A, a staff of engineers will be pleased to demonstrate to you the care and technical skill employed in the workmanship of their machines. If you are interested they could arrange for you a visit to a modern and up-to-date soap factory.

The exposition will last until the end of September, long enough to enable you to make this part of your itinerary. Consider this letter a standing invitation. You will be welcome any time.

Yours very truly,

J. M. LEHMANN COMPANY, INC.

Office
N. Y. City
250 West Broadway

Say you saw it in SOAP!

# RECORD OF TRADE-MARKS

The following trademarks were published in the July issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

## Trade Marks Filed

**Let George Do It**—This in solid letters describing cleaning powder. Filed by Electromaster, Inc., Detroit, Apr. 10, 1930. Claims use since Dec. 6, 1929.

**Nu-Derm**—This in solid letters describing soap. Filed by Dermatol Laboratories, Philadelphia, May 6, 1930. Claims use since about Jan. 2, 1930.

**Jewel**—This in solid letters describing metal polish. Filed by Jewel Paint & Varnish Co., Chicago, May 14, 1930. Claims use since Mar. 1, 1910.

**Jaret**—This in solid letters with picture of jar of flowers, describing combined dye and shampoo. Filed by Jaret Laboratories, Chicago, Aug. 10, 1929. Claims use since Mar. 26, 1929.

**Borg's**—This in solid letters with triangle enclosing profile view of woman, describing tooth powder. Filed by Borg Chemical Co., Glendale, Cal., May 14, 1930. Claims use since Sept. 16, 1929.

**Mi 31**—This in solid letters describing dental paste. Filed by United Drug Co., Boston, Apr. 11, 1930. Claims use since Jan. 17, 1930.

**Kilsect**—This in solid letters describing insecticide. Filed by Standard Oil Co. of New York, New York, Apr. 22, 1930. Claims use since Apr. 4, 1930.

**X-B-O**—This in solid letters describing deodorants. Filed by X-B-O Co., Brooklyn, May 7, 1930. Claims use since Apr. 12, 1930.

**Urno!**—This in solid letters describing cleaning and polishing preparation. Filed by Pollard Products Co., Chicago, Feb. 7, 1930. Claims use since Jan. 18, 1930.

**Pine Suds**—This in broken letters describing soap. Filed by Golden Eagle Soap Co., San Francisco, Apr. 17, 1930. Claims use since Jan. 3, 1930.

**Probak**—This in solid letters describing shaving cream. Filed by Pro-Products Co., New York, Apr. 21, 1930. Claims use since Dec. 27, 1929.

**Othine**—This in outline letters describing toilet soap. Filed by Othine Laboratories, Buffalo, May 17, 1930. Claims use since May 26, 1924.

**Thylox Sulphur Soap**—This in solid letters describing soap. Filed by Koppers Co., Pittsburgh, Pa., May 23, 1930. Claims use since May 1, 1929.

**Mi 31**—This in solid letters describing shaving cream. Filed by United Drug Co., Boston, May 23, 1930. Claims use since Jan. 17, 1930.

**Mincolite**—This in solid letters describing cleaning compound. Filed by Minnesota Chemical Co., St. Paul, Oct. 25, 1929. Claims use since July 1, 1925.

**One Hundred Per Cent**—This in solid letters describing insecticide. Filed by San Antonio Chemical Co., Corpus Christi, Texas, Apr. 3, 1930. Claims use since Mar. 15, 1930.

**Selig's Rosodor**—This in solid letters with geometric design describing deodorant and moth repellant. Filed by Selig Co., Atlanta, Ga., Apr. 10, 1930. Claims use since Jan. 1, 1930.

**Chigger-Skid-Doo**—This in solid letters together with other descriptive matter describing preparation for repelling chiggers. Filed by Chigger-Skid-Doo Co., Walters, Okla., May 3, 1930. Claims use since Apr. 24, 1930.

**O-Cedar**—This in solid letters describing insecticide. Filed by O-Cedar Corp., Chicago, May 28, 1930. Claims use since June 1, 1907.

**Mo-Lac**—This in solid letters describing insecticides. Filed by Stanco, Inc., New York, May 28, 1930. Claims use since Apr. 28, 1930.

**Electri-Kill**—This in solid letters describing electrical insect exterminators. Filed by Charles S. Nevelson, New York, May 15, 1930. Claims use since April 15, 1930.

# SOAP and *Silicate of Soda*

RESEARCH in the soap industry progresses, and soap makers are learning many new things about the role that silicate of soda plays in modern detergents.

"N" Brand Silicate is the soap maker's standard, but occasionally there comes a special need for a silicate of somewhat different ratio. Silicate Headquarters can satisfy your specifications. Quartz Quality service applies to more than prompt deliveries in the soap industry.

Consult us about any of your detergent problems. Our Technical Department has the benefit of experience in soap manufacture which dates back to 1831.

**Philadelphia Quartz Co.**

General Offices and Laboratory

**121 S. Third Street, Philadelphia**

**Chicago Office: 205 W. Wacker Drive**

# VICTOR TSP

## Introducing Phosphate Phil

GENTLEMEN! Meet PHOSPHATE PHIL—friendly bearer of news from the Victor Chemical Works.

PHOSPHATE PHIL will bring you from time to time interesting bits of information about VICTOR TRI SODIUM PHOSPHATE—tell you in his own pleasant way and words about its famous free-flowing qualities, instant solubility, brilliant white crystals and a host of other important features.

Spare him a half minute when he calls on you, won't you, please? We are confident you will find it time well spent.

**Victor Chemical Works**
**343 S. Dearborn Street, Chicago**
*New York* *Nashville* *St. Louis*

**FREE FLOWING**

**Health-O**—This in solid letters describing soaps, polishes, shaving cream and soap powder. Filed by Milson Co., Cincinnati, Ohio, May 2, 1929. Claims use since 1921.

**Design** in shape of Maltese cross containing words, Walco, Mother Reinert's and MR, describing household cleaner. Filed by Walco Manufacturing Co., Pittsburgh, May 31, 1929. Claims use since Apr. 1, 1929.

**Silver Star**—This in solid letters describing metal polish. Filed by Gust Vombrack & Co., Chicago, Apr. 16, 1930. Claims use since Feb. 15, 1930.

**Shino Clean**—This in solid letters describing liquid cleaner. Filed by National Disinfectant Co. of Texas, Dallas, Apr. 21, 1930. Claims use since on or about Mar. 17, 1927.

**Richardson's**—This in outline letters describing washing powder. Filed by Richardson, Glendale, Cal., Apr. 28, 1930. Claims use since Jan. 15, 1929.

**Real Azul**—This in solid letters with picture of eagle, describing soap. Filed by Golden Eagle Soap Co., San Francisco, Apr. 30, 1930. Claims use since Apr. 1, 1929.

**Morning Glory**—This in solid letters describing liquid shaving soap. Filed by Marshall Laboratories, Troy, Ala., May 7, 1930. Claims use since Apr. 7, 1930.

**Alpine**—This in solid letters on background of mountain scene, describing insecticides and deodorants. Filed by Leeno Products Co., Baltimore, Apr. 29, 1929. Claims use since Feb. 1, 1929.

**Lelia Mae**—This in solid letters describing shampoo. Filed by L. M. Bock, Portland, Ore., May 5, 1930. Claims use since Feb. 1, 1930.

**Di-Bug**—This in outline letters describing insecticides. Filed by Sherwood Petroleum Co., Brooklyn, May 23, 1930. Claims use since Feb. 5, 1930.

**Olivized**—This in outline letters with olive branch, describing shampoo. Filed by Aladdin Laboratories, Minneapolis, May 27, 1930. Claims use since Feb. 11, 1930.

**Mo-Lac**—This on reverse plate on carton carrying other descriptive matter, describing insecticides. Filed by Stanco Inc., New York, May 28, 1930. Claims use since Apr. 28, 1930.

**Apex Crystals**—This in solid letters describing deodorant. Filed by Clean Home Products Corp., Chicago, May 31, 1930. Claims use since May 1, 1929.

**Elektrox**—This in solid letters describing disinfectant and deodorant. Filed by Clean

(*Turn to Page* 123)

# New Patents

*Conducted by*

**Lancaster, Allwine & Rommel**

*Registered Attorneys*

PATENT AND TRADEMARK CAUSES

**402 Ouray Building, Washington, D. C.**

**Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.**

**No. 1,760,886.** Holder for Soap Sticks and the like. Patented June 3, 1930 by Frederick Reutter, Waterbury, Conn., assignor to Scovill Mfg. Co., Waterbury, Conn. In a holder for shaving soap sticks and the like, the combination of a base, a shoulder on the base and a wall inset from the shoulder, a central flange in the bottom of the base, a soap holding cup having a central raised portion fitting in the flange and having frictional engagement with the wall of the base, and a cover having frictional engagement with the base wall and seating on the shoulder.

**No. 1,761,144.** Insecticide. Patented June 3, 1930 by William Moore, Chappaqua, N. Y., assignor to American Cyanamid Co., New York. An insecticide comprising aminoisobutyronitrile.

**No. 1,762,043.** Machine for Chilling and Flaking Soap. Patented June 3, 1930 by Elwood B. Ayres, Melrose Park, Penn., assignor to Proctor & Schwartz, Inc., Philadelphia. The combination in a soap chilling and flaking apparatus; of a cylinder on which the film of the soap is formed; a bar extending across the cylinder, and a series of independent blades resting on the top of the bar and arranged to bear against the cylinder and remove the soap therefrom.

**No. 1,763,451.** Treating Glycerin. Patented June 10, 1930 by Hermann Weber, Reisholz near Dusseldorf and Fernando Niemeyer, Holthausen, Germany. The process of treating glycerin, which consists in heating glycerin for from two to six hours at about 220 to 240 degrees centigrade with alkali metal silicates.

**No. 1,764,009.** Sectional Soap Cake and Method of Making Same. Patented June 17, 1930 by Spencer D. Embree, Elizabeth,

(*Turn to Page* 87)

D&O
ESTABLISHED IN 1798

ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES
For the Soap and Insecticide Industries

Oil Patchouly
Oil Sandal E. I.
Oil Nutmeg
Oil Clove

We guarantee the purity of our products.

DODGE & OLCOTT COMPANY
180 Varick Street New York City

*The integrity of the house is reflected in the quality of its products

Say you saw it in SOAP!

*Market Report on*

# ESSENTIAL OILS AND AROMATICS

(*As of August* 8, 1930)

NEW YORK—There were a number of new developments in the market for essential oils and aromatic chemicals during the period recently concluded. The general trend of the market continued downward, and most of the activity noted was the result of reductions in prices by sellers in an attempt to arouse buying interest. Another decline was noted in bergamot oil in some quarters, in spite of reports that producers had met and decided to advance prices in the primary markets. Anise cables from abroad were firmer, although there was no reflection of this in the spot market. Peppermint was weaker in view of the approaching new crop which, in spite of the reported damage from drought, is not bringing as high a price as has been paid recently for peppermint. Clove oil was distinctly firmer on report of an increase in the cost of spice.

### Oil Anise

The spot price of this oil was unchanged during the recent period, although higher cables were received from abroad toward the close.

### Oil Bergamot

The fear of further low prices from abroad caused some dealers to shade bergamot quotations in this market during the recent period. Further reductions now seem highly improbable due to the present extremely low level and the fact that producers are reported to have met and decided on an advance in price on future shipments.

### Oil Cloves

An advance in the tax on clove spice in Zanzibar was responsible for an increase in quotations on clove oil during the recent period. This oil has been selling at unusually high levels ever since the small crop and acute shortage of spice over a year ago.

### Oil Peppermint

Contracts for the new crop of peppermint oil are being taken by some producers at $2.55


**PLAIMAR, LTD.**

***Distillers of***

**Essential Oils and Fruit Essences**

**PERTH, W. AUSTRALIA**

| | |
|---|---|
| **Sandalwood Oil** | *Guaranteed Genuine* |
| **Araucaria Oil** | *A semi-solid natural aromatic* |
| **Massoia Bark Oil** | *with a warm rosy odour* |
| **Huon Pine Oil** | *Resembling Clove but more spicy.* |
| **Eucalyptus Oil** | *95% Methyl Eugenol.* |
| **Otto Boronia [Concrete]** | *All Grades and Varieties.* |
| | *Australia's own flower.* |

**Gum Acroides: Gum Kino**

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***American Agents***

**11 Moore Street** — ***Tel.: Whitehall 7622*** — **New York City**

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True to Odor—True to Test

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A manufacturer buying this brand is assured of securing an oil from the most important and reliable source of supply. It assures the user of obtaining absolutely satisfactory results.

Ask for a sample and be convinced that the

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is the kind you should use

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lb. somewhat under recent ruling quotations. The advent of the new crop has weakened current quotations slightly, $2.60 now being quoted. How seriously the present drought will affect the coming crop is not yet known. Due to the large carry over from last season it is not expected that there will be any difficulty in filling requirements.

The *Red Book*, the Orrin Thacker directory of wholesale grocers in United States and Canada, has recently made its appearance in the 1930 edition. The book lists 5,187 wholesale grocers, 949 semi-jobbers and 442 chain grocery operators. Populations of the towns in which the establishments are located are given, and code keys indicate the size of concerns listed. The *Red Book* is published by Franklin Printing Co., 33 West Gay St., Columbus, Ohio.

Schwenk Safety Device Corp. recently appointed Thomas J. Shields, New York broker in essential oils and waxes, to act as its selling agent in New York, New Jersey and part of Connecticut.

American manufacturers interested in the Italian market for toiletries should quote c. i. f. rather than f. o. b. prices. In 1929 sales totaled $96,000 as against $81,000 in 1928.

## Vetterlein,—a Benedict

We have learned that E. R. Vetterlein, treasurer of P. R. Dreyer Inc., New York, has embarked upon the sea of Matrimony. The young lady is Miss Athene Geerken. The ceremony took place in New Rochelle, New York, on July 29th. At a little impromptu congratulation party held a few days ago at the Cliff St. office of P. R. Dreyer, the glad event was hailed by the rendition of the "Wedding March," played by one of those old-time, wandering German bands. Rendition is the right word—those boys certainly did rend it.

During the first quarter of 1930, there were shipped from the Seville district of Spain to United States, a total of 25,509 pounds of castile soap, valued at $2,419 compared with 24,882 pounds valued at $3,131 in the quarter ending December, 1929, and 34,950 pounds with a value of $5,526 for the first quarter of 1929. It has been observed by Vice Consul Keith, Seville, Spain, that the price of soap in Spain has reflected the abundance of the olive crop. Where the soap sold at $0.17 per pound the first part of 1929, it dropped to $0.12 per pound during the last three months of 1929, and in the past quarter it averaged $0.09 per pound.


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NEW YORK

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*Market Report on*

# SOAP AND DISINFECTANT CHEMICALS

*(As of August 7, 1930)*

NEW YORK—The market for soap and disinfectant chemicals was a quiet affair during the recent period. Shipments of alkalis were somewhat lower than they have been recently, due to a decline in demand from petroleum and rayon producers. Soap makers continued to take normal amounts of alkalis on their contract requirements. Rosin prices again declined to new low levels as stocks continued to be well above last year's totals for this same date. It was reported during the period that one large producer of wood rosin had cut production materially because of the surplus of stocks and low prices. Glycerine quotations were steady as sellers he'd firm in their offers. There was little change in quotations on insect powder.

### Alkalis

The recent period was one of the quietest this year from the standpoint of alkali producers. Demand from petroleum and textile producers declined considerably, resulting in lower total shipments for the period.

### Glycerine

Dullness characterized the glycerine market during the period just concluded, although changes in quotations were lacking. Sellers show no tendency to reduce prices to meet lower ideas on the part of buyers. The ruling quotations were: C. P., 13 to 13½c; dynamite, 11 to 11¼c; saponification, 9 to 9½c; and soaps lye, 6¾ to 7c lb.

### Insect Powder

Spot stocks of insect powder are not plentiful, and the new crop will not be available until October, resulting in a firm condition in this market, with prices steady.

### Naval Stores

Quotations on rosin continued to decline


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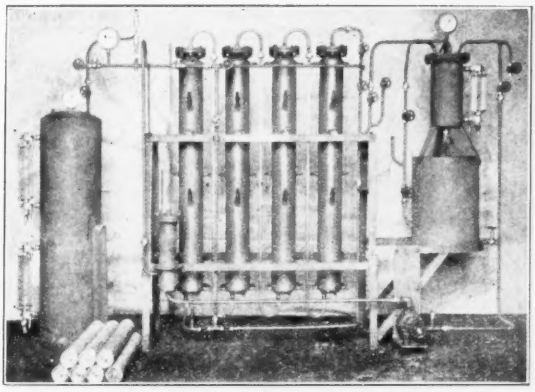

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MOTH PREVENTIVES and DEODORIZING BLOCKS

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Tacoma, Washington

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during the recent period, closing at new low levels. Although heavy shipments were made during the month, stocks are still considerably larger than they were at this time last year. The action of one producer in curtailing production came as an indication that producers are beginning to act to end the long period of large crops and low prices in recent years. The closing schedule of prices was as follows: B grade, $5.55 bbl.; H, $5.60; K, $5.63; N, $6.15; WG, $6.50; WW, $7.50; wood works, $4.10.

## Mills Made Anchor Cap Vice-Pres.

Anchor Cap & Closure Corporation, Long Island City, N. Y., has announced the election of Harry Q. Mills as vice-president of the Anchor Company and Capstan Glass Company. He will initiate a new service of direct contact between the company and its customers, assisting them in the solution of their problems and fostering new developments in the glass packing field. His many years of experience in all phases of this line of business make him particularly fitted to make a success of such a department. His headquarters will be located in Long Island City, but his duties will include regular visits to the nineteen branches in Atlanta, Baltimore, Boston, Chicago, Cleveland, Detroit, Houston, Los Angeles, Louisville, Minneapolis, Newark, New York, Philadelphia, Pittsburgh, Rochester, St. Louis, San Francisco, Seattle, and Toronto, Canada. Hugh Crawford, formerly Mr. Mills' assistant at the San Francisco office, will now take charge there, with Leon C. Lee, formerly head of the Los Angeles office, as assistant. Tom E. Manwarring, formerly manager of the Atlanta office will become manager of the Los Angeles branch and R. Brooks Brown, Jr., son of R. Brooks Brown, manager of the Louisville office, will become manager of the Atlanta office.

By far the larger part of the soap, dentifrices, and talcum powders consumed in Mexico is of native manufacture. In some cases, toilet preparations are imported in bulk by distributors or branch offices of American or European companies and are packed in Mexico. American trade-marks are popular and in most lines sell more extensively than competing European brands, except in the case of perfumes, which come principally from France. Exports of American toiletries to Mexico during the past three years were valued at $116,000, $117,000, and $192,000, respectively.

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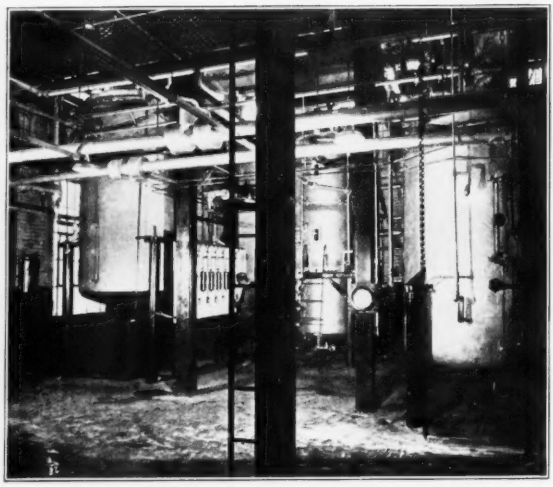

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COMPLETE EQUIPMENT FOR GLYCERINE RECOVERY AND DISTILLATION

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*Market Report on*

# TALLOW, GREASES AND OILS

(*As of August* 8, 1930)

NEW YORK—The drought in the grain producing areas of the middle-Western part of United States came into prominence this period as an important factor in the market for oils, fats and greases. The corn crop has already been severely damaged, leading to higher prices in grain products generally. With the prospect of less grain to feed to hogs, lard prices also moved up. Corn oil quotations did not change. The drought may have a different effect on the tallow situation. Quotations on tallow have been advancing recently due to fewer offers, but since the lack of rain has cut down the grazing area, more livestock is being shipped to markets because of the lack of food. This increase in the supply has not yet had any effect on quotations. Cocoanut oil and cottonseed oil are quiet, with crops of each estimated as somewhat smaller than the figures reached last season. The market for palm and palm kernel oils firmed up considerably during the period.

### Coconut Oil

Prices of coconut oil and copra were fractionally lower at the close of the recent period, although cables from producing areas continue to report smaller arrivals than were received during this same period last year. If arrivals do not pick up considerably during the next six weeks a smaller crop than was turned in last year may be expected. New York tanks were offered at 6¾c. lb., a comparatively low price for coconut oil, with copra selling at 3½c. lb. inside.

### Corn Oil

Corn oil was unchanged in price during the recent period, in spite of a considerable advance in quotations on grain due to the severe drought in producing regions.

### Cottonseed Oil

Crude cottonseed oil declined ½c. to 6¾c.


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## Shaving Soaps—
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***NEW-O-SAPINE is the only superfatting agent of its kind and is used the world over.***

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—is free from water.
—will prevent shrinkage.

***NEW-O-SAPINE will improve any cold made cocoanut oil soap. Samples and full information will be furnished promptly on request.***

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lb. in a quiet market. There was little disposition on the part of buyers to press matters in spite of unfavorable weather conditions in some parts of the South. The official government forecast published August 8 estimated the present cotton crop at 14,362,000 bales, while unofficial reports estimated it at 14,084,000 bales. These figures represent a decline from last year's crop which totaled 14,824,861 bales, and even more of a decline from the crop estimate published a year ago which forecasted the 1929 total at 15,543,000 bales.

GREASE

Greases were advanced fractionally in sympathy with the advance in tallow. Demand here and abroad showed no material increase.

LARD

Higher prices were quoted on lard due to the belief in many quarters that the drought would cut down the corn crop and thus reduce the amount of grain which could be used in feeding hogs.

PALM OIL

A firmer tendency was noted in the market for palm and palm kernel oils during the recent period. Offerings from producers were light and in the face of similar lack of activity by buyers the market was quiet.

TALLOW

Tallow advanced in price substantially during the recent period as offerings continued light. A factor which may now change the entire aspect of the tallow situation is the draught which has burned off the grazing areas of the middle-West, resulting in the hasty shipment of large amounts of livestock to markets. If this movement continues, a large amount of tallow may shortly be thrown on the market with resultant lower prices.

Switzerland is purchasing over $100,000 worth of American toilet preparations annually according to U. S. Dept. of Commerce figures. American soaps and toilet preparations are generally regarded as high quality goods in Switzerland and for this reason toilet preparations marked "Made in U. S. A." sell at a slightly higher price than the majority of other similar products. The retail price trend for American toilet preparations is as follows: Soap, 4 ounces, 12 cents to 24 cents; tooth paste, 3 ounces, 36 cents to 60 cents; shaving cream, 3 ounces, 30 cents to 50 cents; and cold cream, 3 ounces, 30 cents to 60 cents. The values of exports of American toilet preparations and fancy soaps to Switzerland were as follows, during 1928 and 1929 respectively, $114,686 and $116,015.

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**Cocoanut Oil Fatty Acid**
**Semi Refined Domestic Soya Bean**
**Crude Domestic Soya Bean**
**Cold Pressed Menhaden Fish Oil**
**Cold Pressed Sardine Oil**
**Crude California Sardine Oil**
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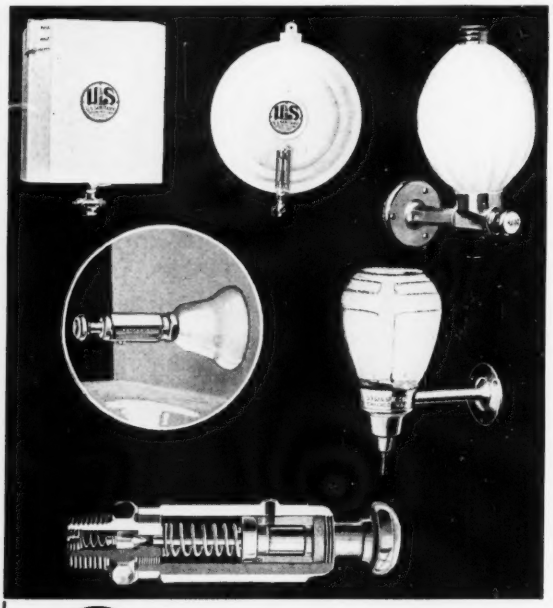
**Boiled Down Cottonseed Soap**
**Acidulated Palm Oil Fatty Acid**
**Napthanic Acid**
**Gum Goulac**
**Wool Grease**



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|---|---|---|---|
| Acetone, C. P. drums | lb. | .11¼ | .14 |
| Acid, Boric, bbls. 99½% | ton | 135.00 | 162.50 |
| Cresylic, 97%, dk., drums | gal. | .55 | .60 |
| 97-99%, pale drums | gal. | .60 | .70 |
| Formic, 90%, tech. | lb. | .10½ | .12 |
| Oxalic, bbls. | lb. | .11¼ | .11½ |
| Salicylic, tech. | lb. | .33 | .37 |
| Adeps Lanae, hydrous, bbls. | lb. | .14 | .15 |
| Anhydrous, bbls. | lb. | .15 | .16 |
| Alcohol, Ethyl, U. S. P., bbls. | gal. | 2.63 | 2.74 |
| Complete Denat., No. 5, drums, ex. | gal. | .49 | .54 |
| Alum, potash, lump | lb. | — | .03½ |
| Ammonia Water, 26° drums wks. | lb. | .03 | .03½ |
| Ammonium Carbonate, tech., bbls. | lb. | .10½ | .11½ |
| Bay Rum, Porto Rico, denat. bbls. | gal. | .75 | .80 |
| St. Thomas, bbls. | gal. | .75 | .80 |
| Domestic, bbls. | lb. | .70 | .75 |
| Bleaching, Powder, drums | 100 lb. | 2.00 | 2.60 |
| Borax, pd., cryst., bbls. kegs. | ton | 66.00 | 77.50 |
| Carbon Tetrachloride, car lots | lb. | .06¼ | .07 |
| Carbon Tetrachloride, L. C. L. | lb. | .06½ | .10 |
| Caustic, see Soda Caustic, Potash Caustic | | | |
| China Clay, filler | ton | 10.00 | 25.00 |
| Cresol, U. S. P., drums | lb. | .14 | .17 |
| Creosote Oil, tanks | gal. | .13 | .16 |
| Formaldehyde, bbls. | lb. | .07¼ | .07¾ |
| Fullers Earth | ton | 15.00 | 30.00 |
| Glycerine, C. P., drums | lb. | .13 | .13½ |
| Dynamite, drums | lb. | .11 | .11½ |
| Saponification, tanks | lb. | .09 | .09½ |
| Soaps, Lye, tanks | lb. | .06¾ | .07 |
| Hexalin, drums | lb. | — | .60 |
| Kieselguhr, bags | ton | 35.00 | — |
| Lanolin, see Adeps Lanae. | | | |
| Lime, live, bbls. | per bbl. | 1.70 | 2.20 |
| Menthol, cases | lb. | 4.10 | 4.30 |
| Synthetic, tins | lb. | 3.00 | 3.65 |
| Mercury Bichloride, kegs | lb. | 1.65 | 1.80 |
| Naphthalene, ref. flakes, bbls. | lb. | .04½ | .05½ |
| Nitrobenzene (Myrbane) drums | lb. | .09½ | .10½ |
| Paradichlorobenzene, bbls., kegs | lb. | .17 | .25 |
| Paraformaldehyde, kegs | lb. | .38 | .39 |
| Petrolatum, bbls. (as to color) | lb. | .02⅞ | .03⅜ |
| Phenol, (Carbolic Acid), drums | lb. | .14¾ | .15 |
| Pine Oil, bbls. | gal. | .62 | .72 |
| Potash, Caustic, drums | lb. | .06¼ | .06⅜ |
| Flake | lb. | .06½ | .08 |
| Potassium Bichromate, casks | lb. | .09 | .09¾ |
| Pumice Stone, powd. | 100 lb. | 2.50 | 4.00 |
| Rosins (600 lb. bbls. gross for net)— | | | |
| Grade B to H, basis 280 lbs. | bbl. | 5.55 | 5.60 |
| Grade K to N | bbl. | 5.63 | 6.15 |
| Grade WG and WW | bbl. | 6.50 | 7.50 |
| Wood, works | bbls. | 5.00 | 4.10 |
| Rotten Stone, powd., bbls. | lb. | .02½ | .04½ |
| Silica, Ref., floated | ton | 22.00 | 30.00 |
| Soap, Mottled 40 lb. box | lb. | .15 | — |
| Powdered White, U. S. P. | lb. | .26 | .27 |
| Green, U. S. P. | lb. | .07¼ | .07½ |
| Whale Oil, bbls. | lb. | .04 | .05¼ |
| Soda Ash., Contract, wks., bags, bbls. | 100 lb. | 1.32 | 1.55 |
| Five bbls., up, local | 100 lb. | 2.34 | 2.49 |
| Soda Caustic, Cont., wks., sld. | 100 lb. | 2.90 | — |
| Five drums up, solid, local | 100 lb. | 3.76 | 3.91 |
| Five drums up, grnd. flk. | 100 lb. | 4.16 | 4.31 |
| Soda Sal., bbls. | 100 lb. | 1.00 | 1.15 |
| Sodium Bifluoride | —lb. | .17½ | .19 |
| Sodium Chloride (Salt) | ton | 20.00 | 25.00 |


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|---|---|---|---|
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| Sodium Hydrosulphite, bbls. | lb. | .23 | .27 |
| Sodium Silicate, 40 deg., drum | 100 lb. | .70 | .80 |
| Drums, 60 deg., wks. | 100 lb. | 1.65 | — |
| In tanks, 10c less per hundred works. | | | |
| Tar Acid Oils, 15-25% | gal. | .26 | .30 |
| Trisodium phosphate, bbls. | lb. | .03¾ | .04 |
| Zinc Oxide, lead free | lb. | .06½ | .07 |
| Zinc Stearate, bbls. | lb. | .24 | .26 |

## Oils—Fats—Greases

| | | | |
|---|---|---|---|
| Castor, No. 1, bbls. | lb. | 12¼ | .12½ |
| No. 3, bbls. | lb. | .11¾ | .10 |
| Tanks, Coast | lb. | .06½ | .06⅝ |
| Coconut, tanks, N. Y. | lb. | .06¼ | .06⅜ |
| Fatty acids, mill. tanks | lb. | .08¾ | Nom. |
| Cod, Newfoundland, bbls. | gal. | .50 | .54 |
| Copra, bulk, Coast | lb. | .03½ | .03⅝ |
| Corn, tanks, mills | lb. | .07 | .07¼ |
| Bbls., N. Y. | lb. | .09½ | Nom. |
| Fatty acid | lb. | .07 | Nom. |
| Cottonseed, crude, tanks, mill | lb. | .06¾ | .07 |
| PSY | lb. | .08½ | — |
| Fatty Acids, mill, bbls. | lb. | .07½ | Nom. |
| Degras, Amer., bbls. | lb. | .03¾ | .04½ |
| English, bbls. | lb. | .04½ | .05 |
| German, bbls. | lb. | .03¼ | .03¾ |
| Neutral, bbls. | lb. | .07 | .09 |
| Greases, choice white, bbls., N. Y. | lb. | .05 | .06½ |
| Yellow | lb. | .04¾ | .04⅞ |
| Brown | lb. | .04⅝ | .04¾ |
| House | lb. | .04¾ | .04⅞ |
| Lard, prime, steam, tierces | lb. | .10½ | — |
| Compound tierces | lb. | .10¾ | — |
| Lard Oil, edible prime | lb. | .12½ | — |
| Extra, bbls. | lb. | .10 | — |
| Extra, No. 1 bbls. | lb. | .09¾ | — |
| No. 2, bbls. | lb. | .09¼ | — |
| Linseed, raw, bbls., spot | lb. | .1360 | .1440 |
| Tanks, raw | lb. | — | .1300 |
| Boiled, 5 bbls. lots | lb. | — | .1480 |
| Menhaden, Crude, tanks, Balt. | gal. | .27 | .30 |
| Oleo Oil, No. 1, bbls., N. Y. | lb. | .10⅜ | — |
| No. 2, bbls., N. Y. | lb. | .09⅝ | — |
| Olive, denatured, bbls., N. Y. | gal. | .70 | .72 |
| Shipments | gal. | .70 | — |
| Foots, bbls., N. Y. | lb. | .06 | 06¼ |
| Shipments | lb. | .06 | — |
| Palm, Lagos, casks spot | lb. | .06¼ | .06⅜ |
| Shipments | lb. | .05¾ | — |
| Niger casks, spot | lb. | .05¾ | .05⅞ |
| Shipments | lb. | .05½ | — |
| Palm Kernel, pkgs. | lb. | .06¼ | .06½ |
| Tank cars | lb. | .06 | — |
| Peanut, refined, bbls., N. Y. | lb. | .11 | .11½ |
| Crude, bbls., N. Y. | lb. | .09¼ | .09¾ |
| Red Oil, distilled, bbls. | lb. | .09⅛ | .09⅝ |
| Saponified, bbls. | lb. | .09⅛ | .09⅝ |
| Tanks | lb. | .08¼ | — |
| Soya Bean, crude tks., Pac. Coast | lb. | .09¼ | — |
| Crude bbls., N. Y. | lb. | .11 | .11¼ |
| Refined, bbls., N. Y. | lb. | .12 | .12¼ |
| Stearic Acid | | | |
| Double Pressed | lb. | .13½ | .14 |
| Triple pressed, bgs. | lb. | .15½ | .16 |
| Stearine, oleo, bbls. | lb. | .08 | .08¼ |
| Tallow, fancy, f. o. b. plant | lb. | .06⅝ | .06¾ |
| City, ex. loose, f. o. b. plant | lb. | .05⅝ | .05¾ |
| Tallow, oils, acidless, tanks, N. Y. | lb. | — | .09 |
| Bbls., c/1, N. Y. | lb. | — | .09¼ |
| Whale, nat. winter bbls., N. Y. | gal. | — | .78 |
| Blchd., winter, bbls., N. Y. | gal. | — | .80 |
| Extra blchd., bbls., N. Y. | gal. | — | .82 |


# STAUFFER CHEMICALS

## *for* Soaps *and* Cleaners

### Caustic Soda

"STAUFFER BRAND" Caustic Soda can be supplied either solid or liquid, in drums or tank cars. It is uniform, pure and worth while using in your soap products. Send your next Caustic Soda inquiry to us.

### Carbon Tetrachloride

"STAUFFER BRAND" Carbon Tetra chloride will make a good cleaner better. It is 99.9% pure, the purest obtainable anywhere, is water white and is absolutely free from residue or residual odor. May we work with you when you are next in the market? Let us submit samples and prices. Anything from a drum up.

*May we estimate on your requirements?*

**STAUFFER CHEMICAL COMPANY**

Plants
Niagara Falls, N. Y.
Los Angeles, Cal.

Office
420 Lexington Ave.
New York City

Say you saw it in SOAP!

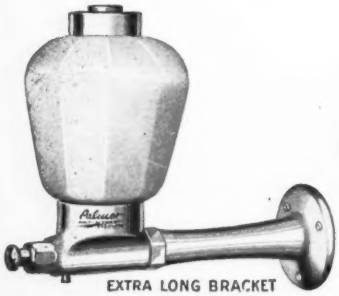
## *There is a Solution for your*
# SOAP MANUFACTURING PROBLEMS

**If your soap turns spotty**
**If you desire important savings**
**If you want 100% saponification**
**If you wish simplification**

***I will come to your plant and solve your problems,***
***—from the simplest to the most complicated ones.***

**My processes cover many phases of soap making that will prove revealing. They include soap chips, guaranteed 100% saponification (with tremendous saving of material, labor and time) stretched soap (something entirely new) castile and textile soap. I can familiarize you with improvements in cold made soaps and shaving creams.**

***Write for information to*** **JULIUS SCHAAL, P. O. Box 88**
**Hudson Terminal Station, New York City**




*Palmer's*
MULTI-SERVICE PRODUCTS

# Liquid Soap Dispensers

***Guaranteed Equipment for Every Kind of Installation***

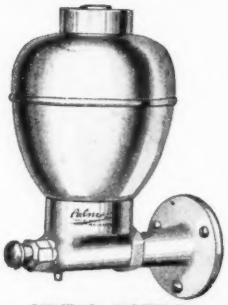
**Fool-Proof — Mechanically Perfect—Substantially Built**

## Exclusive Bowl Replacement Feature

**Permits replacement of broken glass bowls without removing bracket from wall although bowls in service are just as securely attached to bracket as though cemented in.**

**Opal—Clear Glass—Metal Bowls Interchangeable**

*Palmer* PRODUCTS INC
WAUKESHA, WIS.
Adjacent to Milwaukee



METAL BOWLS

## Essential Oils

| | | | |
|---|---|---|---|
| Almond, Bitter, U. S. P. | lb. | 2.50 | 2.75 |
| Bitter, F. F. P. A | lb. | 2.90 | 3.10 |
| Sweet, cans | lb. | .57 | .60 |
| Apricot, Kernel, cans | lb. | .35 | .36 |
| Anise, cans | lb. | — | — |
| U. S. P. cans | lb. | .90 | 1.00 |
| Araucaria, cases | lb. | 1.75 | 1.80 |
| Bay, tins | lb. | 2.20 | 2.40 |
| Bergamot, coppers | lb. | 2.50 | 2.75 |
| Artificial | lb. | 1.80 | 2.25 |
| Birch Tar, rect., bot. | lb. | .45 | .50 |
| Crude, tins | lb. | .13 | .14 |
| Bois de Rose, Brazilian | lb. | 1.20 | 1.30 |
| Cayenne | lb. | 1.75 | 1.95 |
| Cade, cans | lb. | .26 | .27 |
| Cajuput, native, tins | lb. | .75 | .80 |
| Calamus, bot. | lb. | 3.25 | 3.50 |
| Camphor, Sassy, drums | lb. | .25 | — |
| White, drums | lb. | .25 | .26 |
| Cananga, native, tins | lb. | 2.50 | 2.75 |
| Rectified, tins | lb. | 3.00 | 3.25 |
| Caraway Seed | lb. | 1.70 | 1.85 |
| Cassia Redistilled, U. S. P., cans | lb. | 1.35 | 1.40 |
| Cedar Leaf, tins | lb. | 1.00 | 1.10 |
| Cedar Wood, light, drums | lb. | .39 | .42 |
| Citronella, Java, drums | lb. | .60 | .62 |
| Citronella, Ceylon, drums | lb. | .50 | .52 |
| Cloves, U. S. P., cans | lb. | 1.80 | 1.90 |
| Copaiba | lb. | .55 | .60 |
| Eucalyptus, Austl., U. S. P., cans | lb. | .46 | .48 |
| Fennel, U. S. P., tins | lb. | .95 | 1.00 |
| Geranium, African, cans | lb. | 4.00 | 4.50 |
| Bourbon, tins | lb. | 4.00 | 4.50 |
| Hemlock, tins | lb. | 1.00 | 1.10 |
| Lavender, U. S. P., tins | lb. | 2.60 | 5.00 |
| Spike, Spanish, cans | lb. | .90 | 1.10 |
| Lemon, Ital., U. S. P. | lb. | 1.15 | 1.30 |
| Lemongrass, native, cans | lb. | .65 | .68 |
| Linaloe, Mex., cases | lb. | 2.30 | 2.40 |
| Neroli Artificial | lb. | 10.00 | 20.00 |
| Nutmeg, U. S. P., tins | lb. | 1.65 | 1.75 |
| Orange, Sweet, W. Ind., tins | lb. | 2.60 | 2.70 |
| Italian, cop. | lb. | 2.70 | 3.00 |
| Distilled | lb. | 1.55 | 1.60 |
| Origanum, cans tech. | lb. | .25 | .30 |
| Patchouli | lb. | 5.80 | 6.00 |
| Pennyroyal, dom. | lb. | 1.65 | 1.70 |
| Imported | lb. | 1.15 | 1.20 |
| Peppermint, nat. cases | lb. | 2.60 | 2.80 |
| Redis., U. S. P., cases | lb. | 3.00 | 3.10 |
| Petit Grain, S. A., tins | lb. | 1.70 | 1.80 |
| Pine Needle, Siberian | lb. | .65 | .70 |
| Rose, Natural | oz. | 13.00 | 21.00 |
| Artificial | oz. | 2.00 | 2.75 |
| Rosemary, U. S. P., drums | lb. | .40 | .45 |
| Tech., lb. tins | lb. | .30 | .35 |
| Sandalwood, E. Ind., U. S. P. | lb. | 8.00 | 8.50 |
| Australian | lb. | 5.65 | — |
| West Indian (Amyris) | lb. | 1.95 | 2.25 |
| Sassafras, U. S. P. | lb. | 1.00 | 1.10 |
| Artificial | lb. | .29 | .32 |
| Spearmint, U. S. P. | lb. | 4.25 | 4.50 |
| Thyme, red, U. S. P. | lb. | .70 | .80 |
| White, U. S. P. | lb. | .85 | .90 |
| Tech. | lb. | .60 | .70 |
| Vetivert, Bourbon | lb. | 6.00 | 6.25 |
| Java | lb. | 20.00 | 22.00 |
| Ylang Ylang, Bourbon | lb. | 8.00 | 9.00 |


Reserve your space *now*—

*in the 1931*

# SOAP BLUE BOOK

## Annual Catalog and Buyers' Directory

**if you want to be sure to get the positions *under* or *opposite* the product listings which you must have.**

| | | | |
|---|---|---|---|
| ½ Page | $30.00 | 2 Pages | $80.00 |
| 1 Page | $50.00 | 3 Pages | $100.00 |

MORE than fifty per cent of the total available advertising space in the 1931 SOAP BLUE BOOK has already been definitely contracted for. Special positions are being taken up rapidly. If you want your advertisements to appear opposite the listings of your most important products, tell us *now*. Next week the positions you want may be gone.

**MACNAIR-DORLAND COMPANY**

**136 Liberty Street** **New York**

# METZNER & OTTO

Leipzig, Germany

**Essential Oils** **Aromatic Chemicals**

*We invite your inquiries, especially on*

## LAVENDESTER (M & O)

**the latest Metzner & Otto product. A most satisfactory and extremely economical substitute for Lavender**

## also

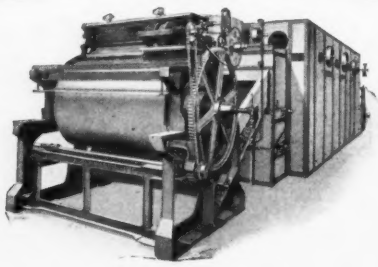
## Safrol and Sassafras Art.

*Sole Agents for U. S. and Canada*

## EURO-AMERICAN CORPORATION

*MAIN OFFICE AND LABORATORY*

125 N. J. RAILROAD AVE., NEWARK, N. J.



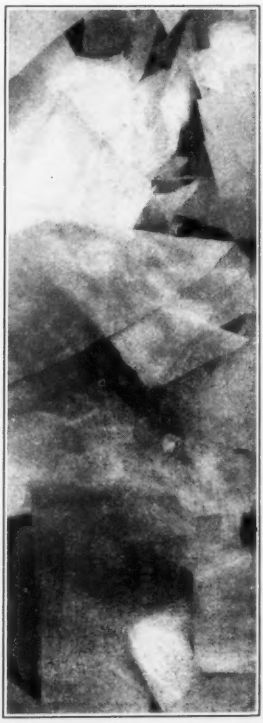
## *THIN CHIPS!*

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

**PROCTOR & SCHWARTZ, Inc.**

PHILADELPHIA



Say you saw it in SOAP!

## Aromatic Chemicals

| | | | |
|---|---|---|---|
| Acetophenone, C. P. | lb. | 3.00 | 3.50 |
| Amyl Cinnamic Aldehyde | lb. | 4.00 | 8.00 |
| Anethol | lb. | 1.90 | 2.10 |
| Benzaldehyde, tech. | lb. | .60 | .65 |
| F. F. C. | lb. | 1.10 | 1.30 |
| Benzyl Acetate | lb. | .75 | .90 |
| Alcohol | lb. | 1.20 | 1.25 |
| Citral | lb. | 2.75 | 4.00 |
| Citronellal | lb. | 2.00 | 3.50 |
| Citronellol | lb. | 3.00 | 5.00 |
| Citronellyl Acetate | lb. | 13.00 | 14.00 |
| Coumarin | lb. | 3.40 | 3.60 |
| Diphenyl oxide | lb. | 1.15 | 1.25 |
| Eucalyptol U. S. P. | lb. | .85 | .95 |
| Eugenol, U. S. P. | lb. | 3.50 | 3.75 |
| Geraniol, Domestic | lb. | 2.65 | 2.75 |
| Imported | lb. | 3.00 | 3.25 |
| Geranyl Acetate | lb. | 2.75 | 3.50 |
| Heliotropin, dom. | lb. | 1.90 | 2.00 |
| Imported | lb. | 2.35 | 2.60 |
| Hydroxycitronellal | lb. | 5.50 | 6.00 |
| Indol, CP | oz. | 6.00 | 6.50 |
| Ionone | lb. | 5.00 | 10.00 |
| Iso-Eugenol | lb. | 5.00 | 5.50 |
| Linalool | lb. | 3.00 | 4.00 |
| Linalyl Acetate | lb. | 3.75 | 5.00 |
| Menthol | lb. | 4.15 | 4.30 |
| Methyl Acetophenone | lb. | 3.00 | 3.50 |
| Anthranilate | lb. | 2.40 | 2.60 |
| Paracresol | lb. | 8.00 | 9.00 |
| Salicylate, U. S. P. | lb. | .40 | .43 |
| Musk Ambrette | lb. | 6.50 | 7.00 |
| Ketone | lb. | 7.50 | 8.00 |
| Xylene | lb. | 2.60 | 3.00 |
| Phenylacetaldehyde | lb. | 7.00 | 8.00 |
| Phenylacetic Acid, 1 lb. bot. | lb. | 3.00 | 4.00 |
| Phenylethyl Alcohol, 1 lb. bot. | lb. | 4.50 | 6.50 |
| Rhodinol | lb. | 9.00 | 18.00 |
| Safrol | lb. | .33 | .35 |
| Terpineol, CP, 1,000 lb. drs. | lb. | .30 | .32 |
| Cans | lb. | .31 | .33 |
| Terpinyl Acetate, 25 lb. cans | lb. | .80 | 1.15 |
| Thymol, U. S. P. | lb. | 2.20 | 2.40 |
| Vanillin, U. S. P. | lb. | 5.00 | 7.00 |
| Yara Yara | lb. | 1.50 | 2.50 |

## Miscellaneous

| | | | |
|---|---|---|---|
| Insect Powder, bbls. | lb. | .25 | .27 |
| Concentrated Extract | lb. | 2.00 | 2.10 |
| Gums— | | | |
| Arabic, Amb. Sts. | lb. | .15 | .16 |
| White, powdered | lb. | .21 | .25 |
| Karaya | lb. | .13 | .27 |
| Tragacanth, Aleppo, No. 1 | lb. | 1.28 | 1.40 |
| Sorts | lb. | .40 | .45 |
| Turkish, No. 1 | lb. | .90 | .95 |
| Waxes— | | | |
| Bayberry, bgs. | lb. | .22 | .25 |
| Bees, white | lb. | .48 | .52 |
| African, bgs. | lb. | .26 | .27 |
| Refined, yel. | lb. | .34 | .36 |
| Candelilla, bgs. | lb. | .18 | .19 |
| Carnauba, No. 1 | lb. | .26 | .27 |
| No. 2, Yel. | lb. | — | Nom. |
| No. 3, Chalky | lb. | .19 | .20 |
| Japan, cases | lb. | .13 | .14 |
| Paraffin, ref. 125-130 | lb. | .04¼ | .05⅜ |


# TERPINEOL, C. P.

Water White—Fine Odor—One of the Best Low Cost Odors for Soaps, Fly Sprays, Deodorizing Blocks, etc.

# MENTHOL, Synthetic

White Crystals with Fine Natural Odor for mentholated shaving creams, soaps, shampoos, lotions, creams.

**CAMPHOR** Synthetic

**THYMOL** U. S. P. Crystals

*Products of* Schering-Kahlbaum A. G., Berlin

**SCHERING CORPORATION** 110 William Street New York, N.Y.

*Sole Import and Sales Agents in the U. S. A. for the Manufacturers.*

*Stock Carried at New York*

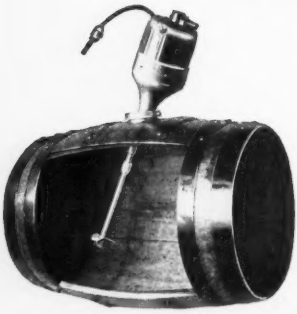
Say you saw it in SOAP!

# LIGHTNIN PORTABLE MIXERS

# BEST

*by Actual TEST*

*for Mixing Soap Solutions*

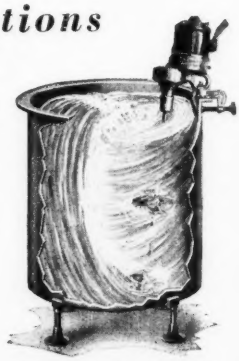


LIGHTNINS can be used on any type tank, or mixing container.

LET us give you complete information on the LIGHTNIN models that offer the correct power, speed and dependability essential to better and more uniform mixing of your dips, insecticides, fluid polishes, soap solutions, etc. All sizes and speeds.

**MIXING EQUIPMENT CO.**
INCORPORATED

*Originators and Largest Manufacturers of Portable Electric Mixers*
1044 Garson Avenue, Rochester, New York
*Branch Office and Sales Rooms*
229 East 38th St., New York, N. Y.



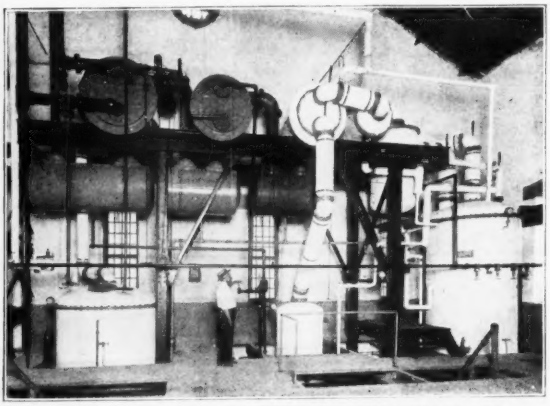
Fully Patented. Investigate claims and avoid infringements.

W&S WURSTER & SANGER, INC

## GLYCERINE REFINING PLANTS

The most efficient Glycerine Refining Plant operating with the lowest refining loss and the highest yield of finished product.

The outstanding features of the WURSTER & SANGER process and equipment are:



WURSTER & SANGER GLYCERINE DISTILLATION PLANT

1. Highest yield of distilled glycerine.
2. Highest percentage of finished glycerine obtained on direct distillation eliminating rehandling and losses.
3. Lowest steam consumption.
4. Extreme simplicity of operation
5. Compactness of the plant.
6. Low operating costs.

*New Plants Designed—*
*Old Plants Remodeled*

***Complete Plants for***

Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
Hydrogenation of Oils

**WURSTER & SANGER, INC.**
**5201 Kenwood Avenue**
**Chicago**

Say you saw it in SOAP!

## Soaps for Rayons

(*From Page 29*)

Dried soaps which have been shredded, flaked or powdered, and which contain about 80% of fatty acid have proved themselves of great value for the washing of these delicate but beautiful fabrics.

## Soap Dispensers

(*From Page 33*)

enough in its appearance, to stimulate sales he has an alibi for a design patent. If consumer demand is stimulated in any degree by the appearance of the dispenser rather than by mere utilitarian considerations, there is warrant for a patent on the design. Attractive appearance in a soap dispenser or other similar article may enhance the commercial value of the useful article.

Soap tradesmen must find a peculiar satisfaction in the rout of the heresy at the U. S. Patent Office that anything partaking of the characteristics of a machine is not a proper subject for a design patent. Because, one of the early bursts of technical intolerance came close to the soap industry, when an atomizer design was refused a design patent because of the presence of movable parts. In its recent sane appraisal of the situation, the Court of Patent Appeals said that a complicated device, of one kind or another, might have such a multiplicity of movable parts that, as looked at in action by the ordinary observer, it would represent no definite design but a confusion of designs. This, however, is the extreme case. Ordinarily, moving parts, simple and direct in their action, are no bar. Needless to say, a design patent on a soap dispenser does not protect its mechanical functions nor its mechanism as such. But it is immaterial that the dispenser embodies a mechanical function if the design is attractive, novel, useful and the result of invention. It is the pleasing design that is patented, not the mechanism dressed in the design. With so much of gain in the protection now open to soap dispensers, members of the trade may wait the more patiently for the replacement of the design patent system in its entirety by a system of registration or copyright entry which will enroll a new model without some of the present time-consuming formalities. Under the new deal, as under the old, a design owner might have to go to court to obtain redress against the desperate design raider, but the innovator would have quickly to hand, upon the birth of a new design, the certificate from Uncle


# Private Brand Soaps

FREQUENTLY we have advised prospective customers against putting out a private brand soap after a thorough investigation of all the circumstances surrounding it. Our attitude is not unselfish, for naturally we must look to repeat business for our profit. It is seldom that an initial private brand order shows a profit, but at the same time no one wants to launch a private brand that does not look like a repeater.

It is a pleasure and a privilege to discuss private brand requirements with anyone, and we are able and willing to be helpful from the inception of the idea to the delivery of the finished product—frequently we are helpful after that. We don't know it all, but all we do know is put behind each order.

## ALLEN B. WRISLEY CO.

6801 W. 65th St. CHICAGO

Chicago Display Room
Merchandise Mart

New York Display Room
347—5th Avenue

# POTASSIUM PERSULPHATE

MEANS

## Improved Soap Bleaching

Already used and approved by leading soap makers, this new combination of POTASSIUM PERSULPHATE and BECCO ELECTROLYTIC HYDROGEN PEROXIDE 100 VOLUME means better bleaching of soaps. A postal card to us will bring complete, detailed information.

Send samples to our laboratory for a free test of this new, improved bleaching method.

**BUFFALO ELECTRO-CHEMICAL CO., Inc.**
BUFFALO, NEW YORK
Boston, New York, Philadelphia, Chicago, Charlotte, Toronto, Montreal

# GERANIOL

## for SOAP

In various grades to meet every requirement as to price.

## A. M. TODD COMPANY

KALAMAZOO, MICH.

*Business established in 1869*

Say you saw it in SOAP!

Sam which would serve to scare off all but the most hardened imitators of design styles.

## Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

| | | | |
|---|---|---|---|
| 46,334 | Toilet preparations and tooth paste | Ceylon | Agency |
| 46,335 | Tanners' soaps | Italy | Agency |
| 46,437 | Dental preparations | Germany | Agency or purchase |
| 46,494 | Toilet preparations | Germany | Purchase |
| 46,510 | Laundry soap, blue mottled or striped | Porto Rico | Agency or purchase |
| 46,669 | Toilet preparations | Barbados | Agency |
| 46,699 | Toilet soaps | Barbados | Agency |
| 46,737 | Toilet preparations | South Africa | Agency |
| 46,774 | Toilet preparations | New Zealand | Sole agency |
| 46,819 | Tooth powder and metal polish | China | Agency |
| 46,860 | Disinfectants | Canada | Agency |
| 46,862 | Toilet preparations | Germany | Agency |

A dealer in toilet preparations has signed a stipulation with Federal Trade Commission, agreeing to stop the practice of marking fictitious prices on articles offered for sale. Another stipulation bans testimonials other than genuine opinions of the authors.

## New Patents

(*From Page 63*)

N. J. The method of making a sectional cake of soap which consists in positioning a plug member of soap and of predetermined size and shape in a recess formed in a cake member also of soap, the recess being of a depth of not substantially less than half that of the cake member and substantially the entire area of the soap directly below the recess comprising homogeneously worked soap, then successively compressing first the plug and then compressing the plug and cake jointly while effecting rubbing engagement therebetween in order to upset and deform the respective side walls of the cake and plug and thus effectively interlock the plug and cake and prevent the accidental displacement of the plug during a washing operation.

**No. 1,764,392.** Composition for Cleaning Glass Windows. Patented June 17, 1930 by Fritz Diebold, Zurich, Switzerland, and Oscar Friedeberg, Berlin, Germany. A composition of matter for cleaning shining surfaces comprising a thin liquid vehicle consisting of a dilute alkaline soap solution, and gasoline dispersed throughout the ve-

NO. 8Z—55 GALLONS

# CONVENIENCE

## it's written in every feature of this drum

**After fast, accurate filling through the 17½" opening the 16 lug cover is sealed liquidtight, airtight in 30 seconds. Still the cover is easily pried off and may even be resealed. When empty the drum may be thoroughly cleaned, allowing you to use it like a new drum. Speed of using, shipping security and economy feature 8Z.**

**WILSON & BENNETT MFG. CO.**

*Main office & factory*
*6536 S. Menard Ave.*
*CHICAGO*

*Eastern Sales office*
*39 Cortlandt St.*
*NEW YORK*

STANDARD • GRADE • SILICATE • OF • SODA

RELIABLE

"RELIABLE"..significantly wording the final judgment of Soapmakers..a warrant of the Clarity and generally Uniform elements, upon which our claim for recognition is based. Specify "Standard" with the utmost assurance.

Standard Silicate Company

CINCINNATI · OHIO

OFFICE:
414 Frick Bldg., Pittsburgh, Pa.
FACTORIES:
Cincinnati, O. Lockport, N.Y.
Marseilles, Ill. Jersey City, N.J.

4 Factories 4 Better Service

PATTERSON AGITATOR

They're Different

PATTERSON AGITATOR UNITS should not be confused with the ordinary agitator drive. Here is as rugged a piece of processing equipment as you can buy. Made in many styles and sizes, readily mounted on your present tanks, vats or kettles. Patterson agitators have rigid one-piece frames, ball-thrust bearings on stirrer shafts, machine cut gears and positive gear-guards. They are always in perfect alignment, are dust-proof and are equipped with an excellent lubricating system.

*Write for copy of the PATTERSON Mixer & Agitator catalog. It lists over 100 different mixers, agitators and stirrers.*

The PATTERSON FOUNDRY & MACHINE COMPANY

*Richard L. Cawood, President*

East Liverpool, Ohio U. S. A.

New York Philadelphia
Chicago Los Angeles

PATTERSON MIXER and AGITATOR

Say you saw it in SOAP!

hicle as fine particles capable of remaining stably suspended and capable of absorbing dirt or the like from soiled surfaces.

**No. 1,764,866.** Production of Soap Threads. Patented June 17, 1930 by Arthur Herbert Charlton, Brentford, England, assignor of one-half to T. B. Rowe and Co., Ltd., Brentford, England. Process of producing filaments of soap from hot liquid soap of a temperature at which soap is usually taken from the boiling pan and of materials which readily solidify upon cooling, which comprises passing such hot soap through a conduit and forcing the same through a fine orifice into a cooling atmosphere the soap being continuously cooled by radiation during its passage through such conduit.

**No. 1,767,345.** Detergent. Patented June 24, 1930 by Benjamin F. Carver, Bayonne, N. J., assignor to Standard Oil Development Company. A detergent comprising about 25% by weight of an alkali-metal sulphonate derived from sludge of mineral oils treated by concentrated sulphuric acid, about 25% of cocoanut oil soap and about 50% water.

**No. 1,767,528.** Cleaning and Disinfecting Compound. Patented June 24, 1930 by William E. Jones, Milwaukee, Wis., assignor to Eagle Chemical Co., Milwaukee, Wis. A cleaning and disinfecting composition formed by mixing together the following ingredients: an alkaline chloride—48 parts, bisulphate of soda—48 parts, barium peroxide—2 parts, and a substance tending to prevent lumping and consolidation—2 parts.

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The production of oil from the 1929 crop of olives in Spain exceeded early estimates, and great quantities of edible and commercial oil and sulphur oil are available this year. Preliminary estimates of the Government place the yield at 620,259 metric tons, but a greater total is estimated by some producers and exporters. In addition to the new oil, there was an important carry-over from supplies on hand in 1929. Present conditions in the principal olive-producing districts indicate that the 1930 crop of olives will be relatively small.

---

There are 12 small soap factories in Lithuania at the present time, employing some 250 workmen. These factories produce ordinary laundry soap mostly, and can not, therefore, be considered as competitors in the cosmetic market.

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ESBIT
*High-Active Decolorizing Carbons*
**Suitable for All Kinds of Decolorizing Work**
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Allow us to quote you direct from the godowns of Japan and the interior collecting centers of Dalmatia or on our spot stock

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# INSECTICIDE AND DISINFECTANT REVIEW

*A Section of SOAP for Manufacturers of Disinfectants, Household Insecticides, Deodorants, Polishes and Related Products*


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REGISTERED U.S. PATENT OFFICE

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and make plans for a bigger business this Fall by concentrating your sales efforts on a paradichlorbenzene product. Pure, white, uniform paradichlorbenzene crystals are obtainable in three standard sizes as SANTOCHLOR.

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**THE CAP WITH THE LITTLE LEVER**

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Step by step, ***ALSOP «Hy-Speed»*** Equipment has wrought a great change in production methods during the last decade. There is no longer any economy in processing soaps and insecticides by old-fashioned, wasteful methods.

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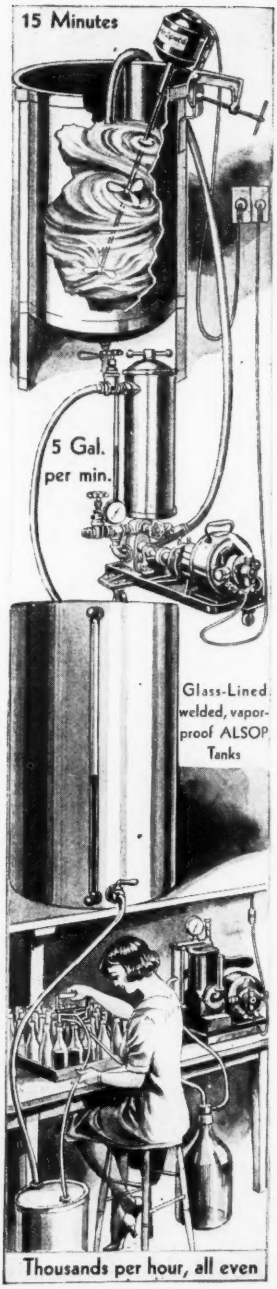


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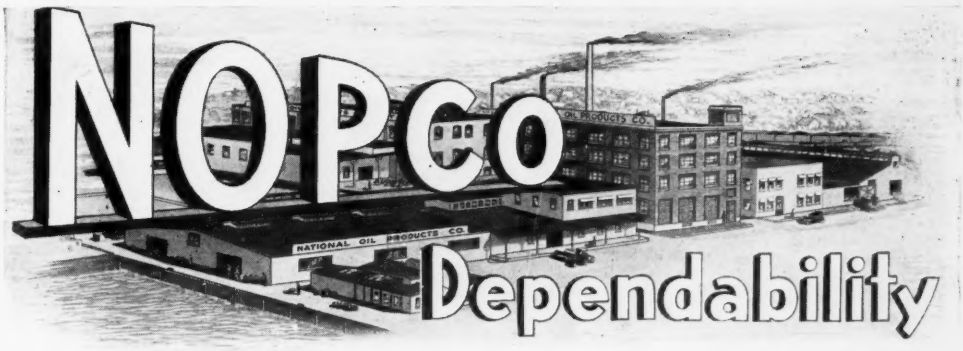


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A coal-tar product employed for killing mosquito larvae. Effective in dilutions of 20,000 to 40,000 to one. Superior to petroleum oil, as it is not affected by rainfall or wind and does not involve fire hazard.

### Pes-Tox Insecticide

of the pyrethrum type, pleasantly scented. Quickly kills practically every type of crawling, flying and hopping insect. Light lemon color. Especially effective when used in the form of a spray.

### Pine Oil Disinfectant

A fragrant pine product, made from pure steam-distilled pine oil according to the formula of the Hygienic Laboratory of the U. S. Public Health Service. Mixes freely with water to form good milk emulsions, with pleasant pine odor. Free from mineral oil or other adulteration.

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**Another disinfectant manufacturer states:** "The use of Pine Oil Disinfectant is increasing rapidly everywhere. Pine Oil Disinfectant finds a ready market with buyers of sanitary products, and can be sold at a price that will leave a fine margin of profit."

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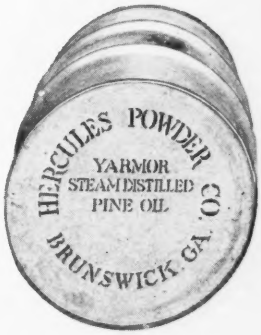


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## Use ODRENE in —

Metal Polishes
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and in any malodorous products. ODRENE is low in price and powerful in odor value. Use it alone or with other aromatic products.

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*When sales lag, intelligence must work overtime*

It is usually possible to think your way out of a slump.

Revise your sales plan, revamp your package, review your prospects.

Somewhere along the line is an *opportunity* to sell goods at a profit. Every business has it, but not every business man has intelligence enough to seize it.

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A new odor may be a great help. Sometimes it stimulates buying, overcomes sales resistance, outruns competition.

Look to the odor of your spray, your disinfectant, insecticide, cleaning compound, and every product you make.

Would a good odor make it easier to sell? *Try these*:

## *Lilac R-358*

*65¢ per pound in drum lots.*
*Smaller quantities slightly higher.*

## *Rose T-421*

*$1.00 per pound in drum lots.*
*Smaller quantities slightly higher.*

These are only two of our *extra value* odors. We will suggest others and send you samples on request.

When replying send along a little of your *unperfumed* material. We will return it to you perfumed with the odors we advise.

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# Standardized Coal Tar Disinfectants

**BAIRD & McGUIRE Coal Tar Disinfectants are backed by over a quarter of a century of practical manufacturing experience and technical skill, insuring uniformity of composition and quality. These disinfectants are standardized chemically and bacteriologically; dilute readily with water to form rich white emulsions, without separation. Phenol co-efficients two to twenty.**

**Let us figure with you on your disinfectant requirements, whether they be pint cans or tank cars. We will be glad to give you the benefit of our many years experience as specialists in the manufacture of dependable coal tar disinfectants.**

**Cresylic Acid Animal Dips Mosquito Larvæcide**

*Made Right—Priced Right*

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**Holbrook, Mass. St. Louis, Mo.**

**Warehouse stocks at convenient points throughout the country.**

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# INSECTICIDE AND DISINFECTANT REVIEW

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary.


## Pyrethrum

LATELY, it seems that every time we mention pyrethrum either editorially or otherwise in the columns of the *Insecticide & Disinfectant Review,* we trample on somebody's toes or run our nose up against a buzz saw. In discussing pyrethrum, and particularly the determination of pyrethrum quality and killing power, with various importers and consumers about the country, we find numerous conflicting opinions. No two people seem to hold exactly the same views. We find those who claim that there is a direct relation between certain chemical tests and entomological or physiological tests. There are others who state that their work leads them to believe that no relation exists. Some hold that Japanese flowers are superior; others that Dalmatian are best. Still others maintain that there is no class superiority, but wide individual variation in lots of both kinds. With it all, we find considerable confusion among consumers.

Within the course of the next two months, we are going to undertake to secure opinions from every authoritative source possible on this subject with a view of publishing a symposium of opinions at a later date. As practically every pyrethrum consumer of any consequence in the country reads these columns, we feel that the effort will be worth while, and that we shall receive full cooperation. We want to look into the whole subject impartially and publish all the opinions we can secure both on the scientific and commercial aspects of the subject.

## Spray—More Milk?

"CLEANER milk, more of it, contented animals, and even tempered milkmen have been the results"—the results of using a home-made pyrethrum spray in the cattle barn, if we are to believe an Associated Press report credited to R. P. Hotis in charge of the U. S. Department of Agriculture's experimental dairy farm at Beltsville, Md. According to the report, Mr. Hotis suggests five pounds of pyrethrum flowers in nine gallons of kerosene and one gallon of fuel oil, that is ordinary furnace oil. The mixture is made by suspending the pyrethrum in the ten gallons of oil, the flowers being specified as "unground, half-closed pyrethrum flowers" tied up in a cheese cloth bag, and permitting it to stand for twenty-four hours.

This story in the newspapers is a poser for us, coming as it does from a Department of Agriculture station. We wonder why Mr. Hotis chooses five pounds to ten gallons of spray when the average commercial fly spray contains ten pounds to ten gallons. Why unground flowers? Why half-closed flowers? We wonder if Mr. Hotis had laid his material before the Food, Drug & Insecticide Administration before he gave it to the newspapers, what the insecticide experts of the Administration would have said. We wonder what they said after they read the newspapers. In view of a recent bulletin from the Food, Drug & Insecticide Administration which specifically stated that manufacturers must *not* claim on the labels of their cattle sprays that their use would increase the milk yield, the statement that "fly extermination swells milk supply at U. S. dairy farm" is extremely interesting.

In future releases to newspapers on technical subjects from any section of the Department of Agriculture, it might be a good idea to submit the facts to one or two of the experts of the Department, who are really qualified to pass judgment, before they are allowed to go to the press. Such twaddle as this "fly extermination" story only contradicts the testimony of the Department's own technical staff.

Exports of liquid household insecticides from United States in May, 1930, were 1,258,115 lbs., worth $382,073, compared to 1,445,096 lbs., worth $371,188 in May, 1929.

Exports of disinfectants, deodorants, germicides, antiseptics and similar preparations from United States in May, 1930, were 230,631 lbs., worth $28,505, compared to 153,866 lbs., worth $20,187, in May, 1929.

# The Insecticide and Disinfectant Manufacturers Association

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*Active*—Open to manufacturers and wholesale distributors of disinfectants, germicides, deodorants, insecticides, liquid soaps, polishes, and allied products. Dues—$75.00 per year.

*Associate*—Open to firms supplying raw materials, containers, equipment, etc., to the membership. Dues—$50.00 per year.

*For further details, communicate with*
INSECTICIDE & DISINFECTANT MANUFACTURERS ASSOCIATION
Harry W. Cole, Secretary
HOLBROOK MASS.


# Notes of the Trade

Lehn & Fink Products Company reports for the six months ended June 30 net profits of $918,383, equivalent to earnings of $2.19 a share on the outstanding common stock. In the corresponding period of 1929 net profits were $923,116 or $2.20 a share.

Dr. Robert C. White, president of the Insecticide & Disinfectant Manufacturers' Association, and in his younger days a well-known oarsman in American amateur rowing ranks, acted as referee at the national championship regatta held early this month on the Charles River near Boston, under the auspices of the National Rowing Association. Dr. White is a member of the Penn A. C., Philadelphia.

C. H. W. Hasselriis, of Ratin laboratories, New York, has just returned from Denmark where he spent two months on a trip which combined business and pleasure. While there he conferred with the Ratin directors from England, Germany, Poland and Holland.

Two million unborn flies were recently shipped 1,500 miles by air mail by John Powell & Co., New York pyrethrum factors, to an insecticide manufacturer in the middle west. The flies were expected to hatch shortly after their arrival and were to be used for entomological tests on insecticides. Food for the flies was also included in plentiful supply in case any of those who might hatch en route became hungry. All flies from the Powell fly hatcheries are fed on a special type of fly food.

Dominion Tar & Chemical Co., Montreal, will issue $1,500,000 6% debenture bonds with stock purchase warrants to cover cost of recent purchase of subsidiary companies.

Wesco Service Exterminating Corporation, formerly located at 50-60 Van Dam Street, New York City, has moved to new and larger quarters at 163 West 23rd Street. Emanuel M. West reports that business has increased considerably.

Lehn & Fink, Inc., will spend $2,000,000 on an advertising campaign this year, using 30 national magazines and 160 newspapers.

# Fluosilicates as Insecticides

## *A Few Comments on Dry and Aqueous Preparations, Their Effectiveness and Toxicity to Man and Animals**

THE fluosilicates (also designated silicofluorides) are soluble in water at a temperature of 17 degrees C, as follows: potassium fluosilicate in the ratio of one to 835 parts water; sodium fluosilicate, one to 154; ammonium fluosilicate, one to 5. magnesium fluosilicate, one to 3.8; calcium fluosilicate, one to 2.8; copper fluosilicate, one to 2.4. All the fluosilicates hydrolyze in aqueous solution which has an acid reaction. Sodium fluosilicate, dissolved in water, hydrolyzes according to the following formula: $Na_2SiF_6 + 2H_2O = 2NaF + 4HF + SiO_2$.

A dry insecticide is made from a mixture of sodium fluosilicate and nine parts of slaked lime. Sodium fluosilicate generally comes in the form of very densely packed hexagonal crystals. Certain commercial grades are however of coarser constitution (one hundred mu). Another commercial grade of the product contains particles ten mu in size. A product whose particles are from two to four mu in size would correspond to the fineness of constitution of a good grade of calcium arsenate.

Inaccurate data is contained in the literature on sodium fluosilicate. It has been said to be insoluble in water. This is an erroneous statement and is probably due to the fact that the product hydrolyzes in water, which brings about precipitation of silica.

An investigation of the poisonous qualities of the fluorine compounds has revealed that an aqueous solution, which contains for example one part of sodium fluosilicate by weight to 532 parts by weight of water, or one hundredth of a molecule of the fluosilicate in solution, will kill within a period of fifty-five minutes fifty per cent of mosquito larvae and the like. On the other hand when sodium arsenite is tested under the same conditions and in the same concentration, the time is prolonged to 135 minutes, while in the case of sodium arsenate the time required is 390 minutes. The ineffectiveness of sodium fluoride solutions is indicated by the fact that when this substance is tested under the same conditions that apply to the sodium silicofluoride, it is found that the time required is 420 minutes.

The poisonous quality or effect may be expressed in mathematical terms according to the following formula: $k = (1/t) \log (1/c)$. The constant k is the degree of poisonous quality, the factor $t$ is the duration of the survival of the larvae and the factor $c$ is the concentration of the insecticide. When the poisonous quality of the insecticide is estimated in this manner, then the constant for sodium silicofluoride is 34.5, that for sodium arsenite 13.1, that of sodium arsenate 4.8 and that of sodium fluoride 4.0. It is therefore easy to see that sodium fluosilicate is more than eight times more poisonous than sodium fluoride. In examining the poisonous quality of the fluorides, it is found that the potassium salt is more poisonous than the sodium salt and the sodium salt is more poisonous than the barium salt. This repeats the substantiation of the Hofmeister series which occurs in various colloidal-chemical phenomena.

SODIUM fluosilicate has been largely used as an insecticide. A certain popular household insecticide and larvaecide, marketed in the United States, consists of a solution of sodium fluosilicate. It is claimed that a perfectly effective insecticide or larvaecide can be obtained by using one ounce of sodium silicofluoride to one gallon of water. The fluosilicates are also powerful antiseptics, and they are preferable to sublimated mercury for certain therapeutic purposes. A solution of sodium fluosilicate containing two pounds of the latter to fifty gallons of water has been found to be effective in counteracting the peach parasite.

It has also been established that the fluosilicates are highly effective in destroying protozoides. Thus completely developed preonium caudatum is almost instantly destroyed by a solution of sodium fluosilicate in the concentration of one part of the salt per 10,000 parts of water. Quinine sulphate requires eighteen minutes to effect its action when used in the same concentration. A solution of sodium fluoride in the proportion of one to one thousand requires an hour to effect its action, while a solution of sodium arsenite appears to be

*Extracted from *Revue de Produits Chimiques*, 24, pg. 880.

KOPPERS

# COAL TAR DISINFECTANTS

***Uniform! Reliable! Standardized!***

Producing our own raw materials, compounding and testing them in our own plants and laboratories, enables us to guarantee Dependable Disinfectants of both *soluble* and *emulsifiable* types.

Our soluble disinfectants form clear pale solutions and our emulsifiable ones form rich milky solutions; free from deposit . . . when diluted with water.

**FROZEN TAR ACID OILS**
10% to 40% Strength

Appropriate for the manufacture of disinfectants free from naphthalene deposits. When properly compounded will yield white emulsions.

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ineffective altogether. A solution of sodium fluoride in the concentration of one to 200 is sufficient to kill the protozoides within twenty minutes, while a solution of sodium arsenite in a concentration of one in 200 requires 35 minutes.

The fluorine compounds are protoplasmic poisons. Their action in this respect is apparently due to the precipitation of lime and the liberation of elementary fluorine. Sodium silicofluoride forms fluorine ions in water and these ions combine with calcium. Earthworms are killed by a solution of sodium silicofluoride in a concentration of one in 10,000 within twenty-five minutes, by thymol in fifty-five minutes, and by potassium cyanide in five hours.

Experiments on the poisonous qualities of sodium silicofluoride against mosquito larvae have led to the result that when sufficient of the substance is added to stagnant water to produce a solution of one to 4,000 concentration, the larvae are destroyed within two days. In this case, the poisonous qualities of sodium silicofluoride are greater than those of niter cake.

VARIOUS preparations of fluosilicates are successfully used in killing mice, rats, worms, etc. Some of the preparations contain as high as 90.7 per cent of the active fluosilicate. Thus the preparation which is covered by Swedish Patent No. 57,602, filed March 23, 1923, is a rat poison which is made by mixing powdered sodium fluosilicate with fat or fatty smoked meat. A plastic mass can also be prepared.

Magnesium fluosilicate is also used in commercial preparations for use as insecticide, germicide, etc. The commercial product contains free hydrofluosilicic acid. One-half pound of the preparation is dissolved per gallon of water and milk of lime may be added to the solution, but the amount of the latter should not be greater than to give a content of more than five per cent of lime in the mixture. Such a mixture must be stored in wooden containers for the reason that both metal and glass are attacked by the solution. The solution may be sprayed or applied with a brush.

An interesting property of the fluosilicates is that they are generally less poisonous to man and the higher animals than the arsenic preparations. Just how poisonous they really are is not however very definitely explained in the literature. One investigator has found that the administration of sodium fluoride in doses of half a gram per kilogram weight of the body of mammals through the mouth is sufficient to cause death. In the case of rabbits, the dose is limited to 0.1 to 0.2 gram per kilogram of body weight. Doses of 74 to 149 milligrams of sodium fluosilicate have been given to rabbits through the mouth without the animals dying, while 0.98 gram per kilogram of the body weight of cats is insufficient to cause death. Sodium arsenate is much more poisonous to these animals than the fluorides and the fluosilicates. Even calcium arsenate, which is a comparatively insoluble substance, is more poisonous that sodium fluosilicate. Almost twice the amount of the farmer is required as of the latter for producing death in rabbits and four times the amount in dogs.

A study of the disinfectant action of butylphenol showed that the phenol coefficient of fifty was altered very little through a hydrogen-ion concentration range of 3.0 to 7.0, but above 7.0 it gradually decreased. Mixtures of butylphenol, soap and alcohol retained a high degree of bactericidal action on standing at room temperature in the absence of light, being quite stable after a certain initial drop. In the presence of 35 per cent alcohol, 10 per cent glycerol and small quantities of essential oils, solutions maintained their original strength if the hydrogen-ion concentration was correct. Butylphenol in small quantities by mouth was not toxic to white rats. *Zentr. Bakt. Parasitenk.* 111, 287-96 (1929). *Chem. Abstr.* 24, 3604-5 (1930).

George P. Huisking, recently resigned his position with Charles L. Huisking & Co., drug and chemical brokers, New York, to accept a position as vice-president and general sales manager of Matawan Coal Tar Products Co., Matawan, N. J. The products of the company which include cresylic acid, cresol, naphthalene, creosote oils and coaltar solvents will be marketed through Innis Speiden & Co., New York, where the office of Mr. Huisking will be located. Production plans now under way call for an increase in capacity through enlargement of plant facilities and installation of modern machinery.

C. H. W. Hasselris, managing director of the Ratin Laboratory, New York, manufacturers of products for the control of vermin, sends us greetings from Oslo, Norway. He has been abroad for several weeks, having gone particularly to attend the American 4th of July festival at Rebild National Park, in Denmark, also to deliver an address at the Memorial Park in Aarthus.

A mosquito extermination fund of $200,000 is planned by the Cape Cod, Martha's Vineyard and Nantucket Hotel Association. Frederick Dill is chairman of the extermination committee and Max Holmes is secretary.

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# Relative Values of PYRETHRUM

By C. C. McDonnell, W. S. Abbott, W. M. Davidson, G. L. Keenan, and O. A. Nelson
*U. S. Department of Agriculture**

IT has been the generally accepted opinion, particularly in the trade, that the effectiveness of insect powder (pyrethrum) varies greatly, depending on the maturity of the flowers[2] from which it was made. Powder made from flowers known in the trade as "closed" has been considered the most effective, that from "open" flowers the least effective, and that from "half-closed" or mixed flowers of intermediate effectiveness. The closed flowers, and the powder made from them, therefore, have always commanded the highest price. This opinion does not seem to have been based on any experimental data, and how it originated is not clear. McDonnell, Roark, and Keenan, in their work on *Chrysanthemum cinerariaefolium* (5),[3] showed that the greatest activity (against roaches) is in the fruit (achenes).[4] As much of the fruit from very mature flowers may be lost during curing and handling, the effectiveness of powder made from such flowers would be materially reduced, a fact which may account for the observation that commercial open flowers may be low in effectiveness. Investigations by several European workers at about the same time, reported by Juillet, d'Everlange, and Ancelin (3), showed that the generally accepted view on the distinction between the effectiveness of powders of various commercial grades does not merit the credence accorded it.

Fryer, Tattersfield, and Gimingham *(1, p. 445)* in a report on the results of their work with alcoholic extracts of pyrethrum flowers grown in England from seed obtained from various sources, state that "the toxicities of extracts of equal weights of pyrethrum flowers tested at different stages of development differed very little." These investigators point out further that harvesting the crop in the closed stage causes a loss in actual yield of flowers per unit area of nearly 60 per cent, as compared with the yield when the crop is taken with the flowers fully open. It has also been frequently stated that powder made from flowers grown in Japan is less effective than that from flowers from Dalmatia.

To obtain more definite information on these questions, pyrethrum flowers grown in Europe, representing the three commercial grades (closed, half-closed, and open) and flowers from Japan, bought on the open market, were ground into powder and tested against aphids. All of the flowers used were *Chrysanthemum cinerariaefolium*. The tests were started in 1926 and were conducted at intervals over a period of two years.

The following commercial grades of flowers were used: Japanese flowers (samples 4 and 14); closed Dalmatian flowers (samples 5, 15, and 16); open Dalmatian flowers (samples 6, 10, 13, and 20); and half-open Dalmatian flowers (sample 7). All the samples were of the crop of 1926, except samples 5 and 7, which were of the crop of 1925, and samples 6 and 20, the crop year of which could not be determined. Each lot of flowers was examined microscopically. Representative samples of Dalmatian flowers, consisting of about 50 grams from each bale, were separated into their different flower components. (Table 1.) No attempt was made to separate the Japanese flowers into their principal parts, as they had been baled under hydraulic pressure and the various components were so broken that accurate separation was impossible.

TABLE 1.—MICROSCOPICAL SEPARATION OF PYRETHRUM FLOWERS

| Sample No. | Grade | Achenes Per Cent | Disk Florets Per Cent | Ray Florets Per Cent | Receptacles Per Cent | Miscellaneous[1] Per Cent |
|---|---|---|---|---|---|---|
| 5 | Closed Dalmatian | 13.0 | 34.0 | 24.8 | 24.0 | 4.2 |
| 15 | Closed Dalmatian | 6.9 | 44.4 | 19.9 | 28.0 | .8 |
| 16 | Closed Dalmatian | 6.5 | 43.2 | 21.0 | 28.0 | 1.3 |
| 6 | Open Dalmatian | 57.1 | 5.5 | 13.0 | 18.0 | 6.4 |
| 10 | Open Dalmatian | 47.9 | 18.8 | 16.0 | 16.4 | .9 |
| 20 | Open Dalmatian | 51.4 | 14.0 | 14.8 | 18.3 | 1.5 |
| 13 | Open Dalmatian | 47.4 | 13.4 | 19.8 | 18.3 | 1.1 |
| 7 | Half-open Dalmatian | 34.7 | 23.1 | 19.9 | 22.0 | .3 |

[1]Small pieces of stems, bracts, etc.

As would be expected, the closed flowers have a higher proportion of disk and ray florets than the other grades, and the open flowers have a very much higher proportion of achenes (fruit), the half-open flowers occupying an intermediate position.

The flowers were powdered by running them two or three times through a mill of the impact type, when all but 5 to 7 per cent would pass an 80-mesh sieve. That portion remaining on the sieve was further pulverized in a ball mill to pass a 70-mesh sieve.

Chemical analyses of the powders were made. The results are given in Table 2.

TABLE 2.—CHEMICAL EXAMINATION OF PYRETHRUM FLOWERS

| Sample No. | Grade | Moisture Per Cent | Total Ash Per Cent | Acid-insoluble Ash Per Cent | Ether Extract Per Cent | Nitrogen Per Cent |
|---|---|---|---|---|---|---|
| 5 | Closed Dalmatian | 6.32 | 7.20 | 0.16 | 6.12 | 1.55 |
| 15 | Closed Dalmatian | 7.67 | 6.87 | .15 | 6.05 | 1.76 |
| 16 | Closed Dalmatian | 6.43 | 6.54 | .12 | 7.03 | 1.82 |
| 6 | Open Dalmatian | 6.38 | 7.09 | .18 | 6.94 | 1.46 |
| 10 | Open Dalmatian | 5.97 | 7.09 | .26 | 6.96 | 1.60 |
| 20 | Open Dalmatian | 6.40 | 6.63 | .14 | 7.07 | 1.65 |
| 13 | Open Dalmatian | 6.70 | 6.70 | .15 | 7.06 | 1.64 |
| 7 | Half-open Dalmatian | 6.61 | 7.83 | .18 | 6.10 | 1.56 |
| 4 | Japanese | 6.25 | 7.49 | .35 | 6.94 | 1.68 |
| 14 | Japanese | 6.59 | 7.17 | .22 | 6.25 | 1.79 |

*Technical Bulletin No. 198.

[1]The writers are indebted to L. J. Bottimer, Wallace Colman, and G. D. Reynolds for assistance in conducting the field tests reported in this bulletin.

[2]The word "flower" as used in this bulletin refers to the flower head composed of disk and ray florets.

[3]Italic numbers in parentheses refer to "Literature cited," pg. 115.

[4]Achene, botanically, is a small dry, indehiscent, 1-seeded carpel with a leathery pericarp, and popularly known as the seed.

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The chemical results show no striking differences between the flowers of the various types. On the basis of the averages for the different grades, the ash is a little higher in the Japanese than in the other grades, and the ether extract is slightly higher and the nitrogen the lowest in the open flowers.

### *Active Constituents*

THE determination of the active constituent of insect flowers baffled the skill of the most careful investigators for many years. Finally, two Swiss chemists, Staudinger and Ruzicka *(7)*, isolated and determined the chemical structure of two toxic constituents, to which they gave the names Pyrethrin I and Pyrethrin II, and published methods for their quantitative determination. They state that these constituents are present in the flowers to the extent of only from 0.2 to 0.3 per cent and that they consist of approximately 40 per cent of Pyrethrin I and 60 per cent of Pyrethrin II. No results showing the distribution of these compounds in the various flower parts are reported, however. In a later article, Staudinger and Harder *(6)* state that the content of the active principals may in favorable cases be 0.6 per cent. They state also that no great difference was found between open, half-open, and closed flowers.

Tattersfield, Hobson, and Gimingham *(8, p. 296)* report results on flowers obtained from different sources ranging from 0.6 to 1.2 per cent total pyrethrins, made up of approximately equal quantities of Pyrethrin I and Pyrethrin II (determined by the acid method). Tested in alcoholic solution against *Aphis rumicis* Linné, Pyrethrin I was found to be "about ten times as toxic to these insects as Pyrethrin II." The data available were insufficient "to show a significant correlation between the size of flower heads and the content of poison."

Gnadinger and Corl *(2)* developed a method for the determination of the active constituents of pyrethrum based on their action in reducing alkaline copper solution, similar to the action of the reducing sugars. The method does not differentiate between Pyrethrin I and Pyrethrin II. These investigators found total pyrethrins from 0.40 to 1.21 per cent in the samples of pyrethrum flowers and powders which they tested by this method. The pure pyrethrins were found to be extremely toxic to cockroaches, Pyrethrin I being slightly more toxic than Pyrethrin II.

The active constituents in the powders used in the tests here described were determined by three methods: (1) The acid method of Staudinger and Harder *(6)* (2) the modification of this method by Tattersfield, Hobson, and Gimingham *(8)* and (3) the method of Gnadinger and Corl *(2)*.

From the variations shown on the same samples by the different methods it is evident that the methods are not all that might be desired. The averages of the results by the different methods are in the same order for the different grades of flowers however—the closed Dalmatian flowers being the lowest in total pyrethrins the open Dalmatian flowers very slightly higher, and the Japanese flowers the highest, although the number of samples involved is too small to serve as a basis for drawing definite conclusions. As great differences are shown between samples of the same grade as between those of different grades.

As the undiluted powders used as dusts under the conditions that prevailed in these tests would have given practically a 100 per cent mortality, it was necessary to run a number of preliminary experiments with mixtures containing various percentages of the powdered flowers in order to obtain a mixture that would give a kill of between 25 and 75 per cent. Figures in this range are much more reliable statistically than those of either extreme. Mixtures of 20 per cent pyrethrum and 80 per cent wheat flour (by weight) generally fell within this range, and preparations made by this formula were used in all of the tests here considered.

For each test, 15 small potted cabbage plants infested with aphids (*Myzus persicae* Sulz.) were used. The number of aphids per plant varied from 75 to 300. The aphids on each plant were counted, and the individual plants were then carefully and thoroughly dusted and placed in the greenhouse. A paper collar was fixed around the stem of each plant to catch the aphids that dropped off, and an untreated leaf was placed at the base of the stem on which any aphids that were knocked off but not killed could take refuge. Although observations indicated that practically all of the aphids affected fell from the plants within an hour the final observations were not made until about 24 hours after treatment. The number of living aphids on the plant and on the leaf was then counted, and the percentage of dead on each plant was calculated.

Most of the aphids affected fell from the plants within an hour after the application. Many of these did not move again, except to flex their appendages, but others crawled about in an apparently dazed condition. A few, seemingly unhurt, were able to settle and feed, often finding their way to the leaf at the base of the plant. The aphids included under the term "dead" were those that dropped off the plants and failed to settle on the leaves at the base of the cabbage plants.

TABLE 3.—ACTIVE PRINCIPLES IN PYRETHRUM POWDERS DETERMINED BY THREE DIFFERENT METHODS

| Sample No. | Grade | Method of Staudinger and Harder: Pyrethrin I Per Cent | Method of Staudinger and Harder: Pyrethrin II Per Cent | Method of Staudinger and Harder: Total Per Cent | Method of Tattersfield, Hobson, and Gimingham: Pyrethrin I Per Cent | Method of Tattersfield, Hobson, and Gimingham: Pyrethrin II Per Cent | Method of Tattersfield, Hobson, and Gimingham: Total Per Cent | Method of Gnadinger and Corl[1] Pyrethrins I and II Per Cent |
|---|---|---|---|---|---|---|---|---|
| 5 | Closed Dalmatian | 0.41 | 0.44 | 0.85 | 0.11 | 0.44 | 0.55 | 0.40 |
| 15 | Closed Dalmatian | .47 | .42 | .89 | .13 | .42 | .55 | .41 |
| 16 | Closed Dalmatian | .36 | .41 | .77 | .07 | .41 | .48 | .39 |
| | Average | .41 | .42 | .84 | .10 | .42 | .53 | .40 |
| 6 | Open Dalmatian | .54 | .53 | 1.07 | .19 | .53 | .72 | .59 |
| 10 | Open Dalmatian | .42 | .56 | .98 | .09 | .56 | .65 | .39 |
| 13 | Open Dalmatian | .38 | .33 | .71 | .08 | .33 | .41 | .43 |
| 20 | Open Dalmatian | .24 | .48 | .72 | .05 | .48 | .53 | .40 |
| | Average | .40 | .48 | .87 | .10 | .48 | .58 | .45 |
| 7 | Half-open Dalmatian | .36 | .46 | .82 | .11 | .46 | .57 | .38 |
| 4 | Japanese | ... | ... | ... | .08 | .59 | .67 | .71 |
| 14 | Japanese | .68 | .80 | 1.48 | .18 | .80 | .98 | .62 |

[1]The determinations reported by this method are by Gnadinger and Corl and it is through their courtesy that these results are published.

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At least five experiments, covering not less than 75 plants, were made with each material. The mean dead and its probable error were computed on the basis of the percentage of dead from each plant considered as a unit, and of the total number of aphids on all the plants. For computing the probable error of the mean, the formula $0.6745\sqrt{\frac{\Sigma v}{n(n-1)}}$ was used. This was taken as a measure of the efficiency of the sample in question.

Study of a representative series of these tests showed that the ratio of effectiveness between two mixtures remained nearly constant in parallel tests. It was soon noted, however, that the efficiency of a given sample varied greatly from day to day, owing probably to the effect of external factors, such as light, humidity, and temperature. As it was impossible to control these factors, it was necessary to test on the same day and at the same time the mixtures that were to be directly compared. In this way the effect of the external factors would be the same on each sample and the results would be comparable, the pyrethrum dust used being the only variable factor.

In order to obtain some measure of the effect of humidity and temperature, 43 tests were selected and correlation coefficients computed. The correlation coefficient for the percentage dead and humidity was $0.56 \pm 0.07$. That for the percentage dead and temperature was $0.23 \pm 0.10$. These correlation coefficients indicate that the relative humidity is much more important than the temperature.

Under the conditions that prevailed it was not feasible to measure and accurately evaluate the effect of light, but the indications are that this factor is at least as important as the humidity. This phase of the problem is being investigated.

### *Flowers of Different Grades*

ONE sample of half-closed Dalmatian flowers, two samples of open Dalmatian flowers, three samples of closed Dalmatian flowers, and two samples of Japanese flowers were tested, 75 plants being used in each test. The results are shown in Table 4.

TABLE 4.—EFFECTIVENESS OF PYRETHRUM OF DIFFERENT COMMERCIAL GRADES AGAINST MYZUS PERSICAE

| Experiment No. | Sample No. and Grade of Pyrethrum | Aphids Number | Dead (Mean) Per Cent | Difference Error |
|---|---|---|---|---|
| 1 | No. 4, Japanese | 5,584 | 70.1±1.8 | |
| | No. 14, Japanese | 5,424 | 55.6±2.0 | |
| | | | 14.5±2.7 | 5.4 |
| 2 | No. 6, open Dalmatian | 5,888 | 69.4±1.2 | |
| | No. 5, closed Dalmatian | 5,796 | 58.0±1.4 | |
| | | | 11.4±1.8 | 6.3 |
| 3 | No. 6, open Dalmatian | 5,888 | 69.4±1.2 | |
| | No. 10, open Dalmatian | 5,921 | 44.6±1.4 | |
| | | | 24.8±1.8 | 13.8 |
| 4 | No. 16, closed Dalmatian | 6,371 | 64.5±1.2 | |
| | No. 5, closed Dalmatian | 5,796 | 58.0±1.4 | |
| | | | 6.5±1.8 | 3.6 |
| 5 | No. 6, open Dalmatian | 5,888 | 69.4±1.2 | |
| | No. 16, closed Dalmatian | 6,371 | 64.5±1.2 | |
| | | | 4.9±1.7 | 2.9 |
| 6 | No. 16, closed Dalmatian | 6,371 | 64.5±1.2 | |
| | No. 10, open Dalmatian | 5,921 | 44.6±1.4 | |
| | | | 19.9±1.8 | 11.1 |
| 7 | No. 5, closed Dalmatian | 5,796 | 58.0±1.4 | |
| | No. 10, open Dalmatian | 5,921 | 44.8±1.4 | |
| | | | 13.2±2.0 | 6.6 |
| 8 | No. 15, closed Dalmatian | 6,004 | 59.1±1.8 | |
| | No. 7, half-closed Dalmatian | 5,347 | 50.5±2.0 | |
| | | | 8.6±2.7 | 3.2 |
| 9 | No. 4, Japanese | 5,584 | 70.1±1.8 | |
| | No. 15, closed Dalmatian | 6,004 | 59.1±1.8 | |
| | | | 11.0±2.5 | 4.4 |
| 10 | No. 14, Japanese | 5,425 | 55.6±2.0 | |
| | No. 7, half-closed Dalmatian | 5,347 | 50.5±2.0 | |
| | | | 5.1±2.8 | 1.8 |
| 11 | No. 4, Japanese | 5,584 | 70.1±1.8 | |
| | No. 7, half-closed Dalmatian | 5,347 | 50.5±2.0 | |
| | | | 19.6±2.7 | 7.3 |
| 12 | No. 15, closed Dalmatian | 6,004 | 59.1±1.8 | |
| | No. 14, Japanese | 5,425 | 55.6±2.0 | |
| | | | 3.5±2.7 | 1.3 |

A significant difference in efficiency was found in experiments 1, 2, 3, 6, 7, 9, and 11. The results in experiments 10 and 12 do not show a significant difference. In experiments 4, 5, and 8 the differences are probably significant although the ratio of difference to error is not great enough to establish this with certainty.

The greatest difference was 24.8 per cent, between two samples of open flowers (experiment 3). In two cases (experiments 2 and 5) open flowers were superior to closed flowers, but this is reversed in experiments 6 and 7, in which samples of closed flowers were the more effective. The open flowers used in experiments 6 and 7 were the least effective of any of the samples tested. There was a significant difference between two samples of the same commercial grade in experiments 1 and 3, and probably in experiment 4, and in four cases this was greater than the difference between two samples of different grades.

These results show that the commercial grading does not furnish an accurate criterion of the effectiveness of the pyrethrum and that individual samples in one grade may vary more widely than samples from different grades.

### *Flower Parts*

AN attempt was made to ascertain which portion of the pyrethrum flower contains the greatest amount of the insecticidal principle. For this purpose a part of sample 13, open Dalmatian flowers, was separated into nearly pure samples of achenes, disk florets, and receptacles. (The quantity of ray florets was too small for the tests.) These were ground, sifted, and tested in the same manner as the other samples. The chemical analyses of these powders are given in Table 5, and the results of tests on aphids in Table 6. One hundred and five plants were used in each test.

TABLE 5.—CHEMICAL EXAMINATION OF FLOWER PARTS[1] OF SAMPLE 13, OPEN DALMATIAN FLOWERS

| Part of Flower | Moisture Per Cent | Total Ash Per Cent | Acid-Insoluble Ash Per Cent | Ether Extract Per Cent | Nitrogen Per Cent |
|---|---|---|---|---|---|
| Achenes | 6.11 | 5.07 | 0.17 | 6.65 | 1.51 |
| Disk florets | 8.41 | 6.81 | 0.19 | 5.45 | 1.49 |
| Receptacles | 7.87 | 7.37 | 0.26 | 3.65 | 1.18 |

[1]Not enough material was available for the determination of the pyrethrins.

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TABLE 6.—RESULTS OF TESTS AGAINST MYZUS PERSICAE WITH THE ACHENES, DISK FLORETS, AND RECEPTACLES FROM PYRETHRUM FLOWER HEADS, SAMPLE 13, OPEN DALMATIAN FLOWERS

| Part of Flower | Aphids Number | Dead (Mean) Per Cent | Difference Error |
|---|---|---|---|
| Achenes | 8,714 | 67.4±1.1 | |
| Disk Florets | 8,902 | 50.3±1.3 | |
| | | 17.1±1.7 | 10.1 |
| Achenes | 8,714 | 67.4±1.1 | |
| Receptacles | 8,250 | 29.3±1.3 | |
| | | 38.1±1.7 | 22.4 |
| Disk florets | 8,902 | 50.3±1.3 | |
| Receptacles | 8,250 | 29.3±1.3 | |
| | | 21.0±1.8 | 11.7 |

The results in Table 6 show that the seeds are the most effective, the disk florets next, and the receptacles the least effective and that the differences are in every case significant. These results agree with those previously reported *(5)* which showed that the relative effectiveness against roaches (time required to kill) of the flower parts beginning with the most efficient, are as follows: Fruit (achenes) disk florets, receptacles, ray florets, and involucre.

As the achenes are the most effective portion of the flower, it would seem that the more mature flower would have the greatest insecticidal value, although this is contrary to the general opinion of the pyrethrum trade, which considers the closed flower superior to the open flower. An explanation of this may lie in the fact that in the open or mature flower the achenes are shed rather readily and may often be lost during curing or sift out of the bales, so that the material when ground consists largely of receptacles, which the test show are much less effective. Examination of commercial samples of open flower collected at the ports of entry frequently shows that a large proportion of the achenes has been lost.

The foregoing tests were made with 20 per cent pyrethrum and should not be considered as indicating the actual effectiveness of these pyrethrums, as all of them no doubt would be effective against the insects ordinarily controlled by pyrethrum if used undiluted.

### *Conclusions*

ON the basis of the experiments and tests here reported, neither the commercial grade of pyrethrum flowers nor the locality in which the plants were grown can be accepted as giving an accurate criterion of the effectiveness of the product against insects. These experiments also show that there may be a greater difference in efficiency between two samples of the same commercial grade than between two samples of different commercial grades. This difference in effectiveness may be due to, or influenced by, one or more of the following factors (1) Pyrethrums of different varieties, or grown under different climatic and soil conditions, may contain different amounts of the active constituents *(1)*, *(4)*, and (2) conditions existing at the time of harvesting and the method of curing flowers as well as the conditions encountered in shipping and storing them probably have an influence on their effectiveness. It is impossible under commercial conditions to harvest the product when all flowers are in exactly the same stage of growth. Furthermore, open (mature) flowers are likely to have lost a certain proportion of the achenes, which are the most effective portion of the flowers.

Tests with the powdered achenes showed them to be significantly more effective than the disk florets and the disk florets more effective than the receptacles. In view of this, and the further fact that the greatest yield is secured when the achenes have reached maturity, it would appear that the most economical time to harvest the flowers would be when fully ripened, provided the crop can be handled so as to avoid loss of the achenes.

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Canadian production of insecticides in 1928 totaled $846,000, an increase of 19% over the previous year. The Canadian trade lists 44 firms as manufacturers of insecticides. The demand for insecticides is seasonal, as the long, cold winters kill many of the insects. In 1929 Canada purchased $700,000 worth of insecticides. Canada ranks as the third best market for American insecticides, purchasing $500,000 worth of these products from the United States in 1928, including agricultural insecticides.

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Dr. L. F. Nickell, assistant vice-president of Monsanto Chemical Works, has been made chairman of the board of Monsanto Chemical Co., Ltd., England, and is en route to London to take charge of the affairs of the company. He succeeds John D. Gillis who died recently.

---

Exports of American toiletries to Latin-American markets advanced from $12,367,000 in 1928 to $12,431,000 in 1929. Advertising, long terms and c. i. f. quotations are important factors in this market according to U. S. Dept. of Commerce.

# EMULSIONS

Anyone can make good emulsions with Emulsifier B585. The odors of ammonia and oleic acid (red-oil) are no longer necessary. Rosin soaps and neat *are eliminated* in oil emulsions.

Polishes, cleaners, non-inflammable fly-sprays, cutting oils, etc., are made easily. Formulae for making many emulsions including a polish of highest lustre and hardness, non-streaking and applied without hard rubbing, will be supplied with trial orders. This polish will not show finger prints or be affected by rain or exposure. It has been passed upon by experts as ideal for auto and furniture polish. It is the result of three years of experimental work and will not separate on standing if made according to directions.

*Price Schedule (f.o.b. New York)*

| 400 lb. drums | 38 lb. cans | 7½ lb. cans |
|---|---|---|
| 15c lb. | 20c lb. | 25c lb. |

**GLYCO PRODUCTS COMPANY, Inc.**
**Bush Terminal Bldg. No. 5, Brooklyn, N. Y.**

*Representatives*

CHICAGO
Walter A. Reinicke
4753 Broadway

ST. LOUIS
E. H. Starcke
1529 Arcade Bldg.

SAN FRANCISCO
Geo. H. Martin Co.
149 California St.

PHILADELPHIA
Chas. D. Ferguson
6025 Clifford Terrace

ENGLAND—Frank Sedgwick, c/o Messrs. Field & Co., Dominion House, Bartholomew Close, London, E. C. 1.

# A Good Disinfectant Doesn't Hurt Bugs —As Long As It's In The Can

This is just another way of saying that the effectiveness of any disinfectant, insecticide or deodorizing solution depends upon the thoroughness with which it is applied.

The Presto Model 102 Electric Spray Gun completely atomizes the liquid and sprays it in a fine penetrating mist that reaches the most remote recesses.

It is used for disinfecting and fumigating hospitals, theatres, hotels, apartments, public institutions, poultry houses and dairy farms. Also used for applying insecticides, fly and moth killers or other similar liquids.

To operate, plug into any convenient light socket and snap the toggle switch in the handle. The Presto weighs only 3¾ lbs.—sprays a cloud of mist for a distance of ten feet—and is equipped with 15 feet of rubber covered cord.

# Presto 102 Electric Spray Gun

**Helps to Sell Insecticides**

**Send the coupon**

MAIL TO
METAL SPECIALTIES MFG. CO.
338-352 N. KEDZIE AVENUE
CHICAGO, ILL.

Please send me the special folder on the Presto 102.

Name .....

Address .....

City..... State.....

8-8

Say you saw it in SOAP!

# Disinfectant Possibilities in the Orient

By Walter Buchler

ODORS and unpleasant smells abound in Japan. This is not surprising considering the lack of sanitation and, where a system is in force, its inefficiency. The average Japanese does not object to them, in fact, he seems to be insensitive to odors of any kind, except those of perfumery and powder with which women in Japan beautify themselves. There is no doubt, however, that the use of disinfectants both in the home and in the factory will gradually become more general among Japanese, as the present tendency in every phase of their life is to adopt Western standards, whether suitable to their methods or not. What is required to introduce foreign disinfectants in that market is to educate the people to their advantages by giving demonstrations and by advertising in the press. Decide on an attractive brand and packing (preferably medium or small size), register it with the Patent Bureau in Tokyo, and appoint an agent in Osaka (Japan's industrial center), Tokyo, or Kobe. Then launch out on an intensive advertising campaign, emphasizing quality and the foreign origin of the commodity marketed. There are any number of druggist stores in Japan and it is not difficult to sell in this market. It is not necessary in Japan to advertise *first* and await sales from one's press campaign; sell to dealers first and then leave it to advertising to clear his stocks. That is the secret of successful selling in the Japanese market.

Insect powder and insectifuge (in the form of joss-sticks) are already made in Japan, and the industry has in recent years developed an export trade to all parts of the world. Still, for the higher grades and essentially foreign kinds of insecticides, Japan offers a limited field. Japanese houses are made of such flimsy material and pools of stagnant water are to be found so frequently, that the country is literally a paradise for insects. In this again, the Japanese are somewhat indifferent and it is a question of educating them to a more hygienic method of living. Besides insecticides for the home, Japan offers a field for agricultural insecticides and fungicides, nicotine sulphate, tobacco extracts, and copper sulphate, in which products considerable quantities are already being imported into Japan. There are approximately 33,000 foreigners residing in Japan of whom 23,000 are Chinese. Both offer openings for the sale of foreign insecticides and disinfectants, as they are inclined to favor the imported products.

CHINA presents better opportunities for the future for the sale of these manufactures, for the simple reason that the territory is much larger, the population (500 millions) much bigger, and the 350,000 foreign residents constitute a market by themselves alone. Odors, insects, and sickness caused by them are the principal factors that contribute to make life trying to the average Westerner in China, especially up-country. The Chinese are now awakening to a higher sense of comfort, better methods in keeping away and exterminating insects both in the home and in the fields. Formerly,—and this is still the case in many parts of the interior where Western influence has not yet penetrated,—they resigned themselves to these inconveniences and took pests and other ills as something inevitable and to be borne with stoic patience. To open up the Chinese market for an extensive sale of insecticides and disinfectants all depends on educating the people to a better standard of living and following such educational advertisement by sales campaigns.

Japanese insecticides already find a considerable market in China, where insects thrive still more abundantly than in Japan and the climate is less healthy. Western manufactures have also been marketed there, but considering the number of people and the area of the country, the Chinese market for such merchandise has hardly been touched, and remains one of the best still to be exploited fully.

Little difficulty should be experienced in finding a suitable "hang" (firm) in Shanghai, Tientsin, Hankow, Hongkong, and other important trading centers to take up one's agency for the sale of insecticides and disinfectants in China. An advertisement in the leading newspapers published in English in those cities will undoubtedly lead to suitable connections.

# "EVERGREEN" PERFUMES
*for*
# Soaps, Sprays, Deodorants, etc.

"EVERGREEN" concentrated oils for cake soaps, liquid soaps, theatre sprays, insecticides, para and related sanitary products are backed by 31 years of compounding experience. Besides having a complete array of standard oils for this type of perfuming we are equipped to work out specialties designed for your particular use. May we be of service to you?

EVERGREEN CHEMICAL CO., INC.
160 FIFTH AVENUE NEW YORK

# Write! Phone! Wire!
## AT OUR EXPENSE FOR PRICES OF
# PYTHREX
## Our Concentrated Pyrethrum Extract

*For Fly Spray, Cattle Spray, Moth Spray and other Insecticides*
*Formulæ Furnished Gratis !*

**PYTHREX is made of the finest available material**
**We absolutely guarantee its effectiveness.**

**SPOT SHIPMENT OF ANY QUANTITY.**

**GET OUR PRICE BEFORE YOU BUY.**

## THE CINO CHEMICAL PRODUCTS CO.
**208-10 MAIN ST., CINCINNATI, O.**

Say you saw it in SOAP!

E. R. Squibb & Sons, New York, are introducing a new antiseptic, Di-Phen, said to be three times as powerful as carbolic acid. The new product is said to be non-poisonous and lacking in the usual disagreeable odor of phenols and cresols. Benton & Bowles, New York advertising agents, will handle the publicity campaign which will include full-page displays in national magazines.

United Drug Co., owners of the trade mark "Rexall," has been successful in preventing the registration by Wilfred Laboratories, Inc. of the mark, "Ex-Ol." The examiner ruled that the marks were apt to be confused when repeated orally, and considered that the opposer was entitled to protection on the basis of its priority in the field.

A stipulation has recently been signed by a manufacturer of liquid floor, furniture and automobile polishes with Federal Trade Commission in which the manufacturer agrees not to use the word "wax" in designating a product not made in substantial part of wax, and further agrees to refrain from using the word "wax" to designate a product made in substantial part of wax without explanatory words to that effect in type equally conspicuous.

During 1929, British Malaya imported 136,053 gallons of disinfectants, valued at $204,875. The value of these products is practically the same as for 1928 when the total quantity imported equaled 122,399 gallons valued at $204,927. In 1928 as well as in 1929, the United Kingdom supplied the bulk of disinfectants the respective values being for 1928 $197,958 and for 1929 $193,632. In 1928 imports from the United States totaled 1,950 gallons valued at $2,849 and in 1929, 1,756 gallons valued at $5,639.

In 1929 United States imported 96,204 lbs. of red squill from the Messina consular district, this material being valued at $3,928. This product grows wild in the Italian mainland and is collected from June to September. There was formerly a considerable trade in this product, but it has fallen off considerably as a result of reduced prices.

Exports of scouring soaps and powders from United States during May, 1930 were 1,532,844 lbs., worth $102,170, compared to 922,804 lbs., worth $76,160 in May, 1929.

## Bennett Made Chiris Sales Manager

Irving Bennett, associated with Antoine Chiris Co., New York essential oil house, for the past eleven years, in a sales capacity, has been appointed general sales manager. Mr. Bennett recently returned from France where he conferred with executives of Etablisements Antoine Chiris, the parent company, in Grasse and Paris and where he also had an opportunity for first hand observation of the work being done there, particularly in connection with the development of Chiris flower farms. These now cover about 750 acres, Mr. Bennett reports, being divided into four estates, all of which he inspected. The estate located at Chateauneuf de Grasse, called Du Vignal, which was purchased in 1919, was formerly given over to cattle pasturage in the lower portions and sheep runs in the hills. It is now covered by thousands of rose trees yielding scores of tons of flowers annually. Hyssop, coriander, anise and jonquils are also cultivated at Du Vignal. More delicate plants are being grown in the Siagne valley, at l'Abadie, where more than a million jasmin plants were set a few years after the purchase of the property. Mint, tuberose, geranium and taragon are also being cultivated at this farm. A third farm, situated in the commune of Montauroux, while not affording very extensive cultivable spaces, furnished an appreciable supply of "waste-land" plants such as clary sage, hyssop, helichryssus, everlasting, etc. Lavender is grown at the largest estate, Puberclaire, located in the department of Basses Alpes. In the five years since work was first started the Chiris organization has succeeded in getting about 250 acres under planted with lavender. Various of the less important oil bearing plants are also cultivated at this estate.

With Mr. Bennett devoting all of his time to extending the sales organization of the American company, of which C. A. Swan is president, the Chiris company looks forward to considerable expansion in this market for the future.

Dixie Chemical Co., soaps and disinfectants, New Orleans, La., is reported to have moved from 625 Commerce St. to 838 Governor Nicolls St.

# MORTEX PRODUCTS

## *in bulk to the trade!*

M

### Mortex Theatre Spray

MORTEX Theatre Spray comes in eight different odors, all popular in character and possessing a sweetness rivaled only in the finest French perfumes. The odors last. Since Mortex Theatre Spray contains material heavier than air it replaces foul air and purifies the atmosphere when sprayed in the theatre. This product is not injurious to furniture.

### Mortex Disinfectant

We supply Mortex Disinfectant in concentrated bulk form. You can handle this product on a very profitable basis and will find that it will be a good repeater.

### Mortex Insecticide

MORTEX Insecticide is supplied to you in bulk and in concentrated form to save shipping costs. This product has real killing power and is priced right.

*Let us send you generous samples of these exceptional sanitary products. Jobbers all over the country are handling MORTEX PRODUCTS profitably.*

**MORTEX PRODUCTS COMPANY, INC.**

247 EAST ILLINOIS STREET CHICAGO

# TAR ACID OIL

## 20% 25% 30% 36%

## Naphthalene Free — White Emulsion

SPECIAL OILS
for making DISINFECTANTS complying in
BENZOPHENOL CONTENT
with the
FEDERAL CAUSTIC POISONS ACT

## THE DOMINION TAR & CHEMICAL CO.

LIMITED

424 CANADA CEMENT BUILDING
MONTREAL, QUEBEC

## P & G Employes Share $900,000

Profit-sharing dividends amounting to over $900,000 were paid in cash or credited to Procter & Gamble employes who are profit sharers for the twelve months ended June 30, 1930, according to an announcement made by officials of the company. This is the largest sum ever paid to employes over a one-year period since the plan was inaugurated forty-three years ago. It was also stated that employes who are members of the profit-sharing plan either own outright or have subscribed for 235,636 shares of the company's common stock, the value of which figured on the basis of the present market price, is approximately $18,000,000.

Muelhens & Kropff, Inc., have been denied the right to the exclusive use of the trade mark, "4711," in their action against Ferd. Muelhens, Inc., American representatives of the original German manufacturers. The court decided that since Kropff did not possess the original recipe for 4711 Eau de Cologne he should not be allowed the sole use of the mark, which could only be used deceptively by him.

Swift & Co., Chicago, announced a new issue of $30,000,000 of 5% notes due Sept. 1, 1940, on August 6. The issue will be callable in amounts not less than $1,000,000 on any interest date on thirty days notice, on March 1, 1931, at 102½ and thereafter at a decrease of ¼%.

Dr. Julius Schaal, soap consultant of Hamburg, Germany, will arrive in New York on August 21 and will spend a month or two in the United States during which time he will visit a number of plants throughout the country.

Consolidated net earnings of Monsanto Chemical Works for the second quarter of 1930 amounted to $329,227 after all charges. This is at the rate of 80c per share on 410,307 shares outstanding on June 30. Consolidated net earnings for the first quarter of 1930 amounted to $293,170.

Exports of dental creams from United States in May, 1930, were 248,731 lbs., worth $196,891, compared to 174,064 lbs., worth $170,665, in May, 1929.

Exports of powdered and paste household insecticides from United States in May, 1930, were 32,026 lbs., worth $11,211, compared to 71,668 lbs., worth $20,068, in May, 1929.

SOAP

AS PIONEERS in the development of quality soaps, oils and allied products, we take pride in their enviable reputation for *high quality, constant uniformity* and *absolute dependability.*

Fifty-three years' experience in the manufacture of these products is the background upon which they are offered to you and your trade. Whatever your requirements may be, we are prepared to meet them to entire satisfaction.

AUTOMOBILE SOAPS
INDUSTRIAL SOAPS
PINE OIL CLEANERS
COCOANUT OIL BASE
LIQUID TOILET SOAPS
LIQUID SHAMPOO SOAPS
LIQUID SHAMPOO BASE

Our chemists, skilled in the art of soap making, are trained to meet the most exacting specifications. Every piece of merchandise is laboratory tested before it leaves the plant. This is your safeguard. Packed under your own private label.

*Manufacturers to the Jobbing Trade*

The BROOKS OIL CO.
CLEVELAND, OHIO

# *The Fly Spray Season is Here!*

MANY consumers object to using a fly spray possessing a medicine-like odor—use:—

**BOUQUET 77 or BLEND 7**

and impart a desirable lilac odor to your spray.

Each blends in perfectly with petroleum distillate.

*Samples and Prices Upon Request*

*Member*

INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

## P. R. DREYER INC.

26 CLIFF STREET NEW YORK, N. Y.

# *The* SPRAYER Comes FIRST

It makes no difference how effective the insecticide or repellant may be, it MUST be correctly applied if the results are to be the BEST. The better the sprayer, the better the customer will like the product. That is the rule.

## ACME Makes Sprayers to Fit Every Requirement

Over fifty years in the business has eliminated all risk and experiment in ACME products. The very height of perfection has been attained. Every sprayer carries a money-back guarantee of satisfaction. If it isn't in our regular line, we can build a sprayer to fit YOUR needs.

Our No. 200 sprayer is a leader. Special drip cup feature; air and spray tubes coordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger, etc., etc. Tell us your needs. Write for samples and prices.

**POTATO IMPLEMENT COMPANY, Dept. 34**

**TRAVERSE CITY, MICHIGAN**

Say you saw it in SOAP!

## Trade Marks Filed

(*From Page 63*)

Home Products Corp., Chicago, May 31, 1930. Claims use since May 19, 1930.

**Circular plate** with letters, L P Co in reverse, describing polish and cleaning fluid. Filed by Leeno Products Co., Baltimore, Apr. 29, 1929. Claims use since Jan. 1, 1928.

**Red Top**—This in solid letters with spinning top, describing lemon hand soap. Filed by Topp Oil & Supply Co., Milwaukee, May 16, 1930. Claims use since June 10, 1927.

**Surprise**—This in outline letters on six pointed star, describing shoe polish. Filed by Leoncio Matos, New York, May 31, 1930. Claims use since May 1, 1930.

**Lather-Joy**—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, May 31, 1930. Claims use since May 21, 1930.

**Punsit**—This in outline letters with picture of Indian holding tomahawk, describing insecticides. Filed by Robert C. White Co., Philadelphia, Apr. 1, 1930. Claims use since Sept. 28, 1929.

**Dentipurge**—This in solid letters describing dental paste. Filed by Dentipurge Products Co., Los Angeles, Apr. 25, 1930. Claims use since Apr. 12, 1930

**A E A**—This in solid letters describing preparation for killing rats and mice. Filed by Associated Exterminators of America, Hamilton, Ohio, May 9, 1930. Claims use since May 2, 1928.

**AMOX**—This in outline letters describing insecticide. Filed by American Oil Co., Baltimore, May 10, 1930. Claims use since July 1, 1929.

**Vaporet**—This in solid letters describing moth preventative and destroyer. Filed by Vaporet Corp. of America, New York, May 16, 1930. Claims use since October, 1927.

**Termox**—This in solid letters describing insecticide. Filed by Termo Chemical Co., Chicago, May 24, 1930. Claims use since July 1, 1929.

**Bathex**—This in solid letters describing bath salts. Filed by Roselle Laboratories, Kansas City, May 29, 1930. Claims use since May 10, 1930.

**Monkey Brand**—This in solid letters with picture of monkey on carton, describing preparation for cleaning, scouring and polishing. Filed by Lever Bros. Co., Cambridge, Mass., Apr. 4, 1930. Claims use since Sept. 1886.


*for 33 years—*

METAL POLISH

**of our manufacture has been the STANDARD for the jobbing and wholesale trades. A high quality product packed in pint cans up to 50 gal. drums. Will not lump or cake.**

* * *

**A better product at a lower price than you can make yourself.**

* * *

**A time-tested product for use on all kinds of metal.**

* * *

**Shipped direct under your own labels if you choose**

* * *

**Let us send you a sample and prices, —also, a copy of our *booklet*, "Chemical Specialties,"—giving full description, composition, uses, and other information for the jobbing trade about our full line of**

**DISINFECTANTS**
**INSECTICIDE SPRAYS**
**LIQUID SOAPS**
**CLEANING COMPOUNDS**

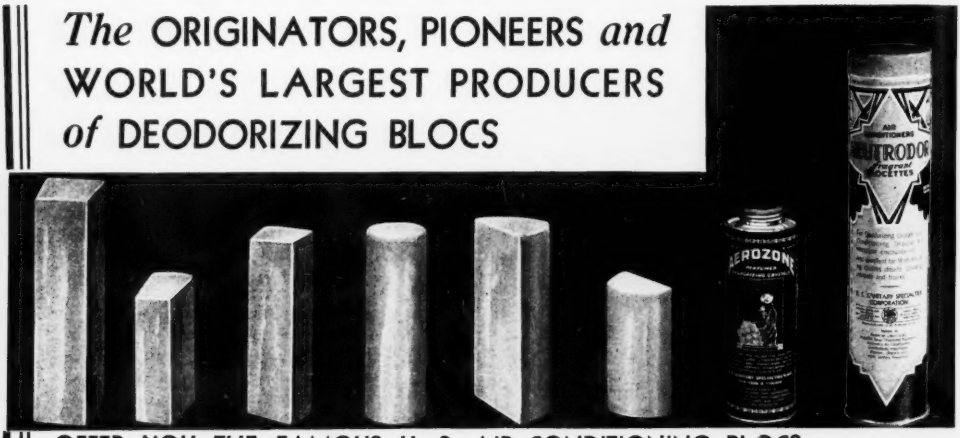
**CHEMICAL SUPPLY COMPANY**

ESTABLISHED 1897

**2450 Canal Road**

**CLEVELAND OHIO**

## *The* ORIGINATORS, PIONEERS *and* WORLD'S LARGEST PRODUCERS *of* DEODORIZING BLOCS




OFFER YOU THE FAMOUS U. S. AIR CONDITIONING BLOCS
*under your private label*

U. S. AIR CONDITIONING BLOCS outsell all other blocs because they are moulded, hard and uniformly perfumed. Sizes and shapes (as illustrated) to fit any containers. Odors to meet current needs. Packed for you under your private label.

Handsome perforated metal containers in White Enamel, Porcelain, Oxidized or Nickel-plate with Jobber's Nameplate.

Also NEUTRODOR URINAL BLOCETTES and AEROZONE CRYSTALS packed in beautiful lithographed tins with your imprint.

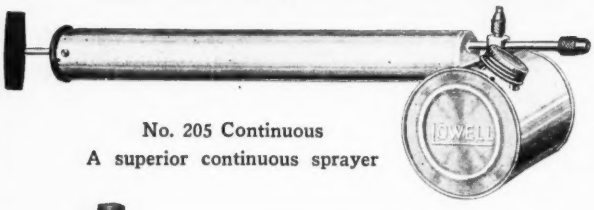
*Large output makes it possible to quote extremely low prices. New catalog on request.*

U. S. SANITARY SPECIALTIES CORPORATION
435-41 SO. WESTERN AVENUE CHICAGO, ILL.

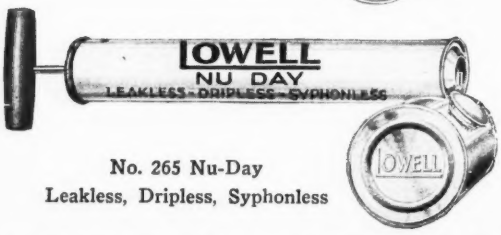
U.S. SANITARY SPECIALTIES CORP. NEW YORK CHICAGO

*Makers of*
*Liquid Soap Equipment*
*Liquid Toilet Soaps*
*Insecticides*
*Disinfectants, etc.*

## THREE OUTSTANDING PATTERNS
### FOR THE INSECTICIDE, DISINFECTANT AND EXTERMINATING TRADE




No. 205 Continuous
A superior continuous sprayer




No. 265 Nu-Day
Leakless, Dripless, Syphonless

No. 80 Baby Fountain
Without an equal for exterminating purposes

## LOWELL SPRAYER CO.
LOWELL, MICH. U. S. A.

**Franco**—This in broken letters describing cleansing and scouring powder. Filed by Bedford Products Co., Brooklyn, May 2, 1930. Claims use since May, 1928.

**American Beauty**—This in solid letters with rose, describing soap. Filed by R. Odell & Sons Co., Newark, May 24, 1930. Claims use since Nov. 12, 1927.

**D. D. D.**—This in outline letters describing toilet soap. Filed by D. D. D. Corporation, Batavia, Ill., May 29, 1930. Claims use since 1910.

**"Knox-Ant"**—This in solid letters describing ant exterminator. Filed by Southern Laboratories, Inc., Memphis, Aug. 19, 1929. Claims use since Jan. 15, 1929.

**Adsodent**—This in solid letters describing tooth powders and pastes. Filed by American Druggists Syndicate, Inc., New York, Apr. 1, 1930. Claims use since Jan. 9, 1930.

**Pyrefume**—This in solid letters describing insecticide, deodorant and disinfectant. Filed by S. B. Penick & Co., New York, May 21, 1930. Claims use since Apr. 14, 1930.

**Jinx**—This in solid letters describing insect exterminator. Filed by Jersey Pharmacal Co., Weehawken, N. J., May 26, 1930. Claims use since Apr. 21, 1930.

**O-Cedar**—This in solid letters with picture of woman spraying insects, describing insecticide. Filed by O-Cedar Corp, Chicago, May 28, 1930. Claims use since Dec. 15, 1929.

**Vapo-Cedar**—This in solid letters describing insecticides. Filed by Aromatic Products Co., Detroit, May 30, 1930. Claims use since Apr. 18, 1929.

**Lurex**—This in solid letters describing deodorizers. Filed by Lurex Laboratories, Akron, Ohio. May 31, 1930. Claims use since May 27, 1930.

**Sanifoam**—This on reverse plate describing dentifrice. Filed by Darr & Schlauch, New York, June 5, 1930. Claims use since May 23, 1930.

**Denta-Joy**—This in solid letters describing tooth paste. Filed by William A. Webster Co., Memphis, June 16, 1930. Claims use since May 21, 1930.

**Amident**—This in solid letters describing dentifrice. Filed by United Drug Co., Inc., Philadelphia, June 18, 1930. Claims use since June 8, 1930.

## Trade Marks Granted

**272,210.** Disinfectant and Deodorant. Story Sales Corp., Syracuse, N. Y. Filed


# VOGEL

*Insecticide Sprayer*

A substantially constructed sprayer that will stand up under hard usage, priced at a remarkably low figure.

**Hand and continuous sprayers, designed and manufactured to give the greatest value for the least outlay.**

*Also Manufacturers of*

**Shaker Top Cans**
for paradichlorbenzene crystals

Plain or Decorated
**Tin Cans**
for Pastes, Soft Soaps,
Dry and Liquid Insecticides.

**Holders for Deodorizing Blocks**

***Write us about your requirements and we will gladly submit samples and prices without any obligation on your part.***

**William Vogel & Bros.**
*Incorporated*
*"IN BUSINESS OVER 50 YEARS"*
**37-47 SOUTH 9th STREET**
**Brooklyn, N. Y.**

Barrett Standard

*Quality Products for*

**SOAPS *and* DISINFECTANTS**

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Cresols and Cresylic Acids

CRESOL U. S. P.
HYDROCARBON OIL
NAPHTHALENE
TAR ACID OILS, 10%—75%
META PARA CRESOL
PHENOL U. S. P.
DIP OILS

*BARRETT STANDARD QUALITY AND SERVICE*

The Barrett Company

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# LETHANE

(Pat. App. For)

## Synthetic Insecticidal Bases

Under the name **LETHANE** we offer a series of new, organic compounds of proven insecticidal value. The **LETHANE** products possess definite advantages in quality, uniformity and economy which mark the beginning of a new era in the scientific manufacturing of contact and fumigatory insecticides.

*Office*
222 W. Washington Sq.
Philadelphia, Pa.

***Röhm & Haas Co., Inc.***

*Works*
Bristol, Pa., and
Bridesburg, Pa.

Say you saw it in SOAP!

Feb. 21, 1930. Serial No. 296,367. Published April 22, 1930. Class 6.

**272,211.** Dentifrice. Pyorrhea Stop Co., Savannah. Filed Feb. 20, 1930. Serial No. 296,251. Published April 22, 1930. Class 6.

**272,339.** Tooth Paste and Insect Powder. Kroger Grocery & Baking Co., Cincinnati. Filed Feb. 26, 1930. Serial No. 296,531. Published April 22, 1930. Class 6.

**272,340.** Insecticides. Herco Products Co., Long Island City, N. Y. Filed Feb. 26, 1930. Serial No. 296,524. Published April 15, 1930. Class 6.

**272,342.** Antiseptics. J. Henry Healy, Philadelphia. Filed Feb. 18, 1930. Serial No. 296,187. Published April 22, 1930. Class 6.

**272,344.** Mouse and Rat Exterminating Food. Ladislaus Hozó, New York. Filed Feb. 17, 1930. Serial No. 296,124. Published April 22, 1930. Class 6.

**272,346.** Hair-Coloring and Shampoo Preparation. Egyptian Products Co., Newark. Filed Feb. 11, 1930. Serial No. 295,893. Published April 8, 1930. Class 6.

**272,347.** Washing Soda. Church & Dwight Co., New York. Filed Feb. 11, 1930. Serial No. 295,887. Published April 22, 1930. Class 6.

**272,376.** Deodorant. Wm. S. Merrell Co., Cincinnati. Filed March 5, 1930. Serial No. 296,877. Published April 22, 1930. Class 6.

**272,468.** Preparation for Extermination of Rats, Mice and Gophers. Jean Chemical Co., Elyria, Ohio. Filed Jan. 25, 1930. Serial No. 295,242. Published April 15, 1930. Class 6.

**272,563.** Insecticides. Rid-Um Exterminating Co., Flint, Mich. Filed Oct. 16, 1929. Serial No. 291,117. Published Dec. 24, 1929. Class 6.

**272,756.** Automobile and Furniture Polish. Bet Products Co., Philadelphia. Filed Feb. 10, 1930. Serial No. 295,868. Published May 6, 1930. Class 6.

**272,759.** Cleansing Compound. Waddell's Rex Mineral Soap Co., Chicago. Filed Feb. 3, 1930. Serial No. 295,547. Published April 22, 1930. Class 4.

**272,800.** Soap. Harmony, Boston. Filed Nov. 11, 1929. Serial No. 292,299. Published April 22, 1930. Class 4.

**272,847.** Hand Cleanser. August Brandmeier Corp., New York. Filed Feb. 25, 1930. Serial No. 296,476. Published April 22, 1930. Class 4.

**272,855.** Soap. Colgate-Palmolive-Peet

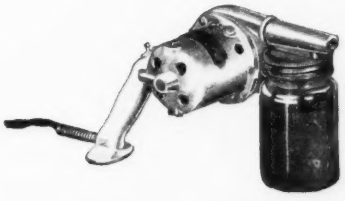

# Breuer's Tornado Electric Sprayers

Have done more to

***INCREASE THE SALE OF INSECTICIDES***

than any other one thing in the industry.

**You may have the best insecticide manufactured but have you the proper method of spraying it? The Tornado Electric Sprayer is your answer. It is the most powerful and efficient machine of its type on the market; sprays all liquid insecticides, disinfectants and germicides a distance of 8 to 10 feet, breaking it up into a fine mist which will float in the air and penetrate all cracks and crevices. Tornado sprayers are so easy to use and give such satisfactory results that they are used more often, increasing the use of your product. Supply your customers with these machines and watch your sales increase.**



***THOUSANDS IN USE!***

**Tornado Electric Sprayers have been regarded as standard equipment for years by leading manufacturers of insecticides and disinfectants. Thousands are in use in mills, warehouses and institutions of all kinds as well as in the home.**

**The Model 50 equipped with G. E. Universal motor weighs but 3 lbs. Operates at very low cost.**

**Write TODAY for further information and prices.**

**BREUER ELECTRIC MFG. CO.**

**862 Blackhawk St., Chicago, Ill.**

# *Special odors for liquid soaps*

## FRESIA L. S.

Flowery and refreshing, this unusual odor stands up particularly well in liquid soaps. It is completely soluble and is economical to use. May we submit a sample?

## LILAC L. S.

A new composition designed especially for use in liquid soaps. It is completely soluble and is reasonably priced. Would you like to try a sample in your own product?

*Also Special Odors for*

Cake Soaps — Sprays — Disinfectants — Para Products

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350 WEST 31ST STREET NEW YORK CITY

*Chicago Office—16 North Peoria St.*

# *for Manufacturers of Insecticides*

# METHYL SALICYLATE

## MERCK

*(Oil Wintergreen Synthetic)*

*Write for price and sample*

## MERCK & CO. INC.

MANUFACTURING CHEMISTS

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Philadelphia

161 Sixth Avenue
New York

Rahway, N. J.

4528 So. Broadway
St. Louis

In Canada:
MERCK & CO. LTD.
Montreal

Say you saw it in SOAP!

Co., Chicago. Filed Feb. 24, 1930. Serial No. 296,397. Published April 22, 1930. Class 4.

**272,867.** Soap. Procter & Gamble Co., Cincinnati. Filed Feb. 5, 1930. Serial No. 295,637. Published April 29, 1930. Class 4.

**272,869.** Soap. Cereal Soaps Co., New York. Filed Feb. 1, 1930. Serial No. 295,460. Published April 29, 1930. Class 4.

**272,925.** Insect Powder. J. L. Hopkins & Co., New York. Filed March 5, 1930. Serial No. 296,868. Published May 6, 1930. Class 6.

**273,003.** Soap. Johnson & Johnson, New Brunswick, N. J. Filed Dec. 14, 1928. Serial No. 276,722. Published March 4, 1930. Class 4.

**273,098.** Cleaning Preparation. Quaker Products Co., Philadelphia. Filed Oct. 29, 1928. Serial No. 274,477. Published May 13, 1930. Class 4.

**273,109.** Soap. Abraham & Straus, Inc., Brooklyn. Filed April 2, 1929. Serial No. 281,716. Published May 13, 1930. Class 4.

**273,132** Detergents. Stanco Inc., Wilmington and New York. Filed Oct. 3, 1929. Serial No. 290,625. Published May 13, 1930. Class 4.

**273,153.** Mechanic's Hand Soap. Beaver Chemical Works, Beaver Dam, Wis. Filed Feb. 18, 1930. Serial No. 296,170. Published May 13, 1930. Class 4.

**273,157.** Soap. James S. Kirk & Co., Chicago. Filed Feb. 28, 1930. Serial No. 296,652. Published May 13, 1930. Class 4.

**273,158.** Detergent Soap Compound. Milwaukee Lubricants Co., Milwaukee. Filed Feb. 28, 1930. Serial No. 296,660. Published May 6, 1930. Class 4.

**273,181.** Cleansing Preparations. Solvay Process Co., Solvay, N. Y. Filed March 28, 1930. Serial No. 298,053. Published May 13, 1930. Class 4.

**273,182.** Soap. Pine Oil Products Co., Harrison, N. J. Filed March 28, 1930. Serial No. 298,040. Published May 13, 1930. Class 4.

**273,183.** Cleaning Preparation. Du Bois Soap Co., Cincinnati. Filed March 28, 1930. Serial No. 298,020. Published May 13, 1930.

**273,184.** Liquid Soap. Selig Co., Atlanta. Filed March 27, 1930. Serial No. 297,989. Published May 13, 1930. Class 4.

**273,191.** Liquid Scrubbing Soap. Selig Co., Atlanta. Filed March 21, 1930. Serial No. 297,698. Published May 6, 1930.

**273,193.** Hand Cleansers. Ace Solvent Co., New York. Filed March 17, 1930. Serial No. 297,402. Published May 6, 1930. Class 4.


# HUDSON SPRAYERS

play an important part in the development of insecticide sales.

**H. D. HUDSON MANUFACTURING CO.**

578 East Illinois Street North Pier Terminal Bldg.

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New York City 147 Chambers St. | Kansas City 1222 W. Twelfth St. | Philadelphia Dela. & South Sts. | San Francisco 7 Front St. | Minneapolis 324 3rd Ave., N.

**QUALITY OLIVE OIL FOOTS!**

Prime Green Color
Minimum Moisture and Impurities
Suitable for Many Uses of
Commercial Olive Oil

*Spot and Future Deliveries*

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27 Cleveland Place, New York
*Phone Canal 6063*

**VIOFLOR—**
***the perfect deodorizer!***

On account of its high concentration VIOFLOR will cut your costs and at the same time will produce a better product for you. It completely and permanently deodorizes white spirit, turpentine substitute, paints, varnishes, soaps, insecticides, disinfectants, polishes, etc. One pound will deodorize 400 gallons of white spirit.

*Manufactured by*
CREPIN & DOUMIN, Ltd.
14 & 15, Cooper's Row
LONDON, E. C. 3, England

*Sole Agents for U. S. A.*
**JOHN POWELL & CO., Inc.**
114 East 32nd St., New York

**A 35 Year Old Insecticide Line with Money-Back GUARANTEE**

For 35 years, Edgar A. Murray Insecticides have met the needs of the janitor supply trade satisfactorily. Those who sell them have found them absolutely reliable and uniform in quality at all times.

So sure are we that you, too, will be pleased with them that we offer them to you with an iron-clad money-back guarantee —"No Riddance, No Pay."

If you are not handling a line of guaranteed insecticides, get the Edgar A. Murray proposition. Mail the coupon TODAY for complete information, prices and discounts.

**EDGAR A. MURRAY CO.**
2729 GUOIN STREET DETROIT, MICH.

*A Complete Line of Six Guaranteed Insecticides*

Fly, Ant, Rat, Bug, Mosquito, Moth

MAIL THIS COUPON TODAY

EDGAR A. MURRAY CO.
2729 Guoin Street, Detroit, Mich.
Gentlemen:—Please send us further information regarding your insecticide line, prices, discounts, etc.
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ADDRESS .....
CITY..... STATE.....

**SOAP DIES and STAMPS**

*for*
Toilet Soaps
Laundry Soaps
Bath Tablets
Stamping

*For Foot and Power Presses*
Manufacture Backed by 35 Years' Experience
**ANTHONY J. FRIES**
717 Sycamore Street Cincinnati, O., U. S. A.

Say you saw it in SOAP!

## CLASSIFIED ADVERTISING

**Classified Advertising**—All classified advertisements will be charged for at the rate of ten cents per word, $2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, $1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of *Soap*, 136 Liberty St., New York.

**Salesmen,** Distributors, Repackers, to handle up to the minute line cleaning material for garages, floors, paint, tile, sewer solvents, floor oils, liquid soaps, metal polishes, paint and enamel removers, and general industrial and hotel cleaning supplies. Big profit, big repeat business, guaranteed protection. Trojan Corp., 125-7-9 South Market St., Chicago.

**Agencies** solicited for chemical lines. We have a good clientele among building superintendents, etc. We also have connection with chain stores and department stores and can market anything of merit. LaSalle Chemical Co., 30 Wellington West, Toronto, Ont., Canada.

**Soap Maker**—Man with many years' experience in the soap industry as soap industry and production manager, desires position. Experienced in the manufacture of every kind of soap by the cold, semi-boiled and boiled process. Experienced in laying out plants and producing new lines. Have technical education. Full details in interview. Address Box No. 538, care *Soap*.

**Soap Maker**—With years of experience in making all kinds of toilet and laundry soaps; also oil soaps. Desires position. Address Box No. 539, care *Soap*.

**Soap Maker** or superintendent, conscientious and dependable with well founded thorough experience in manufacturing all grades and kinds of laundry, toilet, industrial, potash soft, liquid soaps and soap products, shampoos, disinfectants, sprays, etc. Desires steady position. Address Box No. 541, care *Soap*.

**Superintendent**—Man with twenty years experience and a good record with several leading American soap manufacturers, desires to make new connection as superintendent or


# INVENTORY SALE
## Complete Plant Soap Equipment

**SPECIALS**

1—Proctor & Schwartz late model Soap Chip Dryer with 5 roll chilling unit, capacity 850 to 1000 lbs. per hour.

1—Soap Chip Dryer, with Chilling Rolls, 1500 lbs. capacity.

Liquidation Complete Soap Plant. Equipment consists of Dryer, Various Tanks, Kettles, Crutchers, Frames, Slabber, Cutting Table, Automatic and Foot Presses, Wrapping Machines, Pumps, etc. Location Eastern Seaboard.

3—Dopp & Doll Vert., 1000 & 1500 lbs. Crutchers.
1—Standard Foot Press.
2—Jones & Ralston Automatic Presses.
1—Ernest Scott Glycerine single effect Evaporator, complete with vacuum pumps.
8—Cast Iron, 12, 18, 24, 30 & 36 inches square, Shriver and Sperry Filter Presses.
50—600 & 1200 lbs. capacity Frames.
2—3 Roll Huber & HA Stone Mills.
1—4 Roll Rutchman Stone Mill.
4—Nos. 1, 2, and 3 Meade Mills.
1—Powder Crusher.
2—6″ Single and Twin Screw Plodders.
2—Broughton Mixers.
6—J. H. Day Sifters & Mixers, sizes A, B, C, D, E & G.
4—Soap Powder Mixers.
4—Gas and Coal Boilers.
1—American Soap Wrapping Machine for 6, 8 and 10 oz. cakes, COMPLETE.
10—Duplex & Simplex Steam; Triplex and Rotary pulley driven Pumps.
2—Slabbers, 600 and 1200 lbs. Hand and Power Driven.
10—Rotary Soap Pumps—1 to 4 inch.

BLOWERS - EXHAUST FANS - ENGINES - STEEL AND WOOD TANKS - PUMPS - STORAGE TANKS - MOTORS - CONVEYORS - ELEVATORS - COPPER, ALUMINUM AND IRON KETTLES - ETC.

***Send for Complete List!***

***We buy and sell from single items to complete plants***

## STEIN-BRILL CORP.
**25 CHURCH STREET**

**PHONE! New York City WRITE!**
**Phones—Barclay 4850-1-2**

# FLOOR WAX

*LIQUID PASTE POWDER*

**UNDER YOUR OWN LABEL**

We print the label

*Send for Samples and Quotations*

**WINDSOR WAX COMPANY**

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Factory: 611-617 Newark St., Hoboken, N. J.

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*a profitable side line!*

You are always looking for ways to increase your profits. Why not act as RATIN representative in your locality? This proved rat and mice exterminator may be handled along with your regular line of sanitary products at a nice profit.

*May we submit complete details?*

**The Ratin Laboratory, Inc.**

**116 Broad Street, New York City**

# KRANICH

## LIQUID SOAP BASE

**Send for pamphlet describing making excellent liquid soaps from our base soaps.**

## LIQUID SOAPS

**PINE SCRUBBING SOAP**

**20% Anhydrous**

*Let us send you samples and our complete price list.*

**KRANICH SOAP CO.**

54 Richards St., Brooklyn, N. Y.

## *When you need*

equipment, raw materials, etc., and can't find a ready source of supply, direct an inquiry to the Publishers of SOAP. The necessary information will be furnished promptly without charge.

MacNair-Dorland Co., Inc., 136 Liberty St., N. Y. C.

assistant. American, thoroughly versed in all phases of modern soap production. Address Box 525, care *Soap*.

**Soap Maker**—Man with thirty years' experience and technical background. Able to take charge of plant making any kind of soap. Thoroughly trained and practical. Address Box 528, care *Soap*.

**Soap Maker—Chemist and practical soap** maker with over twenty years' experience in the manufacture of toilet and laundry soaps with large companies. Can superintend entire plant. Furnish best references. Desire connection in modern soap plant. Address Box 544, care *Soap*.

**Superintendent**—Man with fifteen years' experience with two of the larger soap manufacturers and a good record, wishes to make new connection in the soap industry. Has been in allied line for past year. Address Box 511, care *Soap*.

**Practical Soap Maker** wants position making all grades of rosin laundry soap, cold made and half boiled, all grades of potash and liquid soaps and shampoos, also flaked, shredded and powdered soap. Can also make floating soaps, toilet soap base, milled soaps and old style soaps. Glycerine extraction from spent lyes. Address Box 542, care *Soap*.

**Chemist**—Man at present engaged as chief chemist with soap manufacturer desires to make change with progressive concern. Graduate chemical engineer with wide experience in soap manufacture. Address Box 536, care *Soap*.

**Chemist**—Man with 18 years' experience on all lines, who knows the requirements of all trades, possessing good ideas and willing to work, seeks new connection where ability will be appreciated. Address Box 537, care *Soap*.

**Representatives Wanted**—Well known manufacturer of high quality oil soaps and metal polish desires to make arrangements for representation with salesmen or manufacturers' agents now calling on office building, hospital, dry cleaning and industrial trade. Liberal commission. Address


# USED MACHINERY

## COMPLETELY GUARANTEED REBUILT

### PARTIAL LISTINGS

1—Proctor and Schwartz Soap Chip Dryer, with 5-roll mill.
1—H. A. Soap Cutter, motor driven.
6—Vertical Crutchers, 3600, 3000, 1500, 1200 lb. capacity, Dopp, Houchin-Aiken.
1—H. A. 5-roll Steel Soap Mill, 14" x 36".
2—H. A. Granite 3-roll Mills, 12" x 24".
1—H. A. Jumbo Plodder, 8", with motor.
1—Rutchman twin screw Plodder, 6".
2—Jones A Automatic Soap Presses.
1—Ralston Automatic Soap Press.
1—Hercules Foot Press.
20—Filter Presses, 12" x 12" to 36" x 36".
5—Soap Chippers, 18", 22", 24", and 30".
2—Blanchard 10-A and 14-A Mills.
1—Huber hand operated Slabber, 1200 lb.
200—Soap Frames, 1500 lb., 1200 lb.
3—World and Ermold Labelers, motor.

**DOPP KETTLES!!**

42 JACKETED AGITATED 50, 80, 150, 200 gallons, with ribbon, bridge and double motion agitators. Send for complete list.

MISCELLANEOUS — Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

*Send for latest Soap List*

# CONSOLIDATED PRODUCTS COMPANY, Inc.

**15-21 Park Row, N. Y. C.** **Barclay 0600**

VISIT OUR SHOPS AND YARDS AT 335 DOREMUS AVE., NEWARK, N. J.

# CRESYLIC ACID

All Grades

Cresol U.S.P.

## CREOSOTE OILS

Phenol U.S.P.

Specially prepared for disinfectant manufacturers.

**COAL TAR PRODUCTS**

**WM. E. JORDAN & BROTHER, 2590 Atlantic Ave., Bklyn., N. Y.**

**Brooklyn Trust Co. Bldg. Telephone Glenmore 7318-7319**

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**TRI-SODIUM PHOSPHATE . . .**

**DI-SODIUM PHOSPHATE . . .**

**Colorless crystals . . . uniform size . . . sparkling appearance. Deliveries made from convenient distributing points. Packed in paper lined barrels of 325 pounds each and paper lined kegs of 100, 150 and 200 pounds each**

## Bowker Chemical Company

**419 Fourth Ave., New York City**

*Phosphates Factory at Carteret, N. J.*

*If You Want to Sell Your*

DRY CLEANING SOAPS
WET CLEANING SOAPS
SPOTTING COMPOUNDS
RUG SCOURING SOAPS

*Advertise Them In*

**SUCCESSFUL DRY CLEANING AND DYEING**

*20,000 Guaranteed Circulation*
*Blanketing the Dry Cleaning Industry*

*Write for Rates and Circulation Details*

**SUCCESSFUL DRY CLEANING AND DYEING**
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NEW YORK
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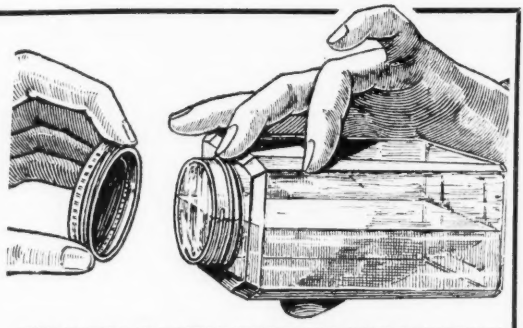
Filmaseal deposits a transparent film across the top of the container to which it tightly adheres.
This film must be torn off or ruptured to reach contents.
Our standard continuous thread screw caps are made to include the Filmaseal and makes a double seal for your protection.
The application of Filmaseals is automatic and intended for large scale production.
If your product is affected by air—if it is subject to leakage—evaporation—or deterioration—send us a sample to Filmaseal for your consideration.

**FERDINAND GUTMANN & CO.**
Bottle Closure Specialists since 1890
**Bush Terminal No. 19 Brooklyn, N. Y.**
*Patents pending covering FILMASEAL and every phase of its application and use.*



THIS BOTTLE IS DOUBLE SEALED FOR YOUR PROTECTION.

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in confidence giving territory covered regularly, lines carried, and references. Address Box 531, care *Soap*.

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**Machinery installed** and personal instruction given for all soap products. Efficient and economic methods taught. Formulas for new products and old ones improved. Address Expert, Box 543, care *Soap*.

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**Sales Representative**—Man with many years' experience in the sale of oils, fats, greases, both edible and inedible, desires new connection preferably with American producer or refiner. Address Box 545, care *Soap*.

---

**Salesman**—Young energetic salesman wanted experienced in calling on large consuming manufacturers. Married and living on Eastern seaboard preferred. Salary, expense and bonus. Write full details, giving present employment. Will be treated as confidential. Address Box 529, care *Soap*.

---

**Succeed** with your own products. Make them yourself. Formulas, processes, trade secrets. Expert analytical advice. Catalog, circulars free. H. Thaxly Co., Washington, D. C.

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**Will Buy**—Oily or greasy waste materials such as Fuller's Earth, rejected seeds or beans, oil cake, etc., preferably containing coconut, palm kernel oil, animal fat or tallow. Address Box 546, care *Soap*.

---

Sales of the Continental Can Company, Inc., for the first half of this year exceeded those for the corresponding period in 1929. O. C. Huffman, president, reported recently.

Belgian Trading Co., New York, has recently been appointed exclusive sales representative of Dotter-Romeo-Filocamo, Reggio, Calabria, Italy, in United States. The foreign concern, which supplies citrus essences, has never before been represented in United States.

Herbert Kranich, president of the Kranich Soap Co., Brooklyn, addressed the Kiwanis Club of Brooklyn at its July 15 meeting on "Soap, Its History and Uses." The meeting was held at the Leverich Towers Hotel.


# HOLMAN SOAPS

*for the jobbing trade*

**Auto Soap**
**Oil Soap**

If you need auto or oil soaps first get prices and samples of Holman quality products. We can supply these soaps either in bulk or under your own brand.

*Other Soap Products*

Liquid Soap—Scouring Powder
Liquid Soap Base—Soap Powder
Private Brand Toilet Soap
Private Brand Floater Soap

**HOLMAN SOAP CO.**
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# PYRETHRUM

*Member*

If your problem concerns Pyrethrum in any form our analytical and research laboratories are at your service.

**Also CONCENTRATED OIL EXTRACT of PYRETHRUM**

*Leaders in Pyrethrum products for almost half a century*

**McCORMICK & CO., INC.** **BALTIMORE, MD.**

Say you saw it in SOAP!

*Where to buy*

# RAW MATERIALS and EQUIPMENT

*for Soap and Disinfectant Manufacture*

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. *"Say you saw it in SOAP."*

## ADHESIVES

Grasselli Chemical Co.
Mechling Bros. Chemical Co.
National Adhesives Corp.
Philadelphia Quartz Co.
Standard Silicate Co.

## ALKALIES

Diamond Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Michigan Alkali Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

## BAGS

Bemis Bros. Bag Co.

## BULK AND PRIVATE BRAND PRODUCTS

Baird & McGuire, Inc.
Brooks Oil Co.
Chemical Supply Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Eagle Soap Corp.
Harley Soap Co.
Holman Soap Co.
Koppers Products Co.
Kranich Soap Co.
Mortex Products Co.
Edgar A. Murray Co.
Palmer Co.
John Powell & Co.
Ratin Laboratory
Geo. A. Schmidt & Co.
Stevens Soap Corp.
Tar Products Corp.
U. S. Sanitary Specialties Corp.
White Tar Co.
Windsor Wax Co.
Allen B. Wrisley Co.

## CANS

American Can Co.
Continental Can Co.
Metal Package Corp.
William Vogel & Bro.

## CHEMICALS

American Cyanamid Co.
Diamond Alkali Co.
Dow Chemical Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Mechling Bros. Chemical Co.
Merck & Co.
Michigan Alkali Co.
Monsanto Chemical Works
Newport Chemical Works
Niagara Alkali Co.
Parsons & Petit
Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

## COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid Oil, etc.)
American Cyanamid Co.
Baird & McGuire, Inc.
Barrett Co.
Dominion Tar & Chem. Co.
Wm. E. Jordan & Bro.
Koppers Products Co.
Monsanto Chemical Works
Tar Products Corp.
White Tar Co.

## DECOLORIZING PRODUCTS

Allied Active Carbon Co.
Buffalo Electro Chemical Co.
Darco Sales Corp.
Industrial Chemical Co.

## DEODORIZING BLOCK HOLDERS

Eagle Soap Corp.
Palmer Co.
U. S. Sanitary Specialties Corp.
William Vogel & Bro.

## EQUIPMENT, MISCELLANEOUS

Alsop Engineering Co. (storage tanks)
Anthony J. Fries (Soap Dies)

## MACHINERY, LIQUID HANDLING

Alsop Engineering Co.
Mixing Equipment Co.
Vol-U-Meter Co.

## MACHINERY, PACKAGING

Package Machinery Co.

## MACHINERY, PROCESS

Chemical Equipment Co.
William Garrigue & Co.
Houchin-Aiken Co.
Kent Machine Works.
J. M. Lehmann Co., Inc.
Patterson Foundry & Machine Co.
Proctor & Schwarz, Inc.
Robinson, Butler Hemingway & Co.
C. G. Sargent's Sons Corp.
Sowers Mfg. Co.
Wurster & Sanger, Inc.

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***Specializing in Soaps, Disinfectants, Insecticides, Polishes, etc.***

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RESEARCH CONSULTATION
ANALYSIS OPERATION
SOAP, POLISH AND SPECIALTIES

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*Design, Construction, Operation*
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OILS, FATS, WAXES
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*Chemical Engineer*
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***Bacteriologists and Chemists***
Disinfectants tested for germicidal value or phenol coefficient by any of the recognized methods.
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**Formulas**
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**CONSULTING CHEMISTS AND ENGINEERS**
offering their services to manufacturers of soaps, disinfectants, household insecticides, polishes, cleansers, etc., should keep themselves before the entire industry regularly through the use of space in this department of SOAP.

# RAW MATERIAL and EQUIPMENT GUIDE

*(Continued from Page 136)*

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. *"Say you saw it in SOAP."*

## MACHINERY, USED

Consolidated Products Co.
Newman Tallow & Soap Machinery Co.
Stein-Brill Co.

## METAL CAPS

Anchor Cap & Closure Corp.
Ferdinand Gutman & Co.
Williams Sealing Corp.

## OILS AND FATS

Acme Oil Corp.
Brown-Edwards Co.
Davidson Commission Co.
Emery Industries, Inc.
Spencer Kellogg & Sons
Leghorn Trading Co.
Newman Tallow & Soap Machinery Co.
Parsons & Petit
F. Thorl's Oilworks
Welch, Holme Clark Co.

## PARADICHLORBENZENE

Dow Chemical Co.
Hooker Electrochemical Co.
Monsanto Chemical Works
Niagara Alkali Co.
Solvay Sales Corp.

## PERFUMING MATERIALS

Antoine Chiris Co.
Dodge & Olcott Co.
Dow Chemical Co. (Methyl Sal., Coumarin, Methyl Anthranilate only)
P. R. Dreyer, Inc.
Evergreen Chemical Co.
Felton Chemical Corp.
Benj. French, Inc.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Heine & Co.
E. M. Laning Co.
Merck & Co. (Methyl Salicylate only)
Monsanto Chemical Works (Methyl Sal., Coumarin, Vanillin only)
Neumann, Buslee & Wolfe
Newport Chemical Works
Parsons & Petit (Oils Orange, Bergamot, Lemon only)
Polaks Frutal Works
Schering Corp. (Terpineol only)
George Silver Import Co.
Solvay Sales Corp. (Benzaldehyde only)
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Vanillin-Fabrik
Albert Verley, Inc.
Paolo Vilardi (Oils Lemon, Bergamot, Orange only)
Wangler-Budd Co.

## PYRETHRUM PRODUCTS

(Insect Flowers, Powder and Pyr. Ext.)
Cino Chemical Co.
King & Howe, Inc.
McCormick & Co.
McLaughlin, Gormley, King Co.
John Powell & Co.

## RAW MATERIALS, MISCELLANEOUS

General Dyestuffs Corp. (Waxes)
General Naval Stores Co. (Pine Oil-Rosin)
Hercules Powder Co. (Pine Oil and Rosin)
Industrial Chemical Co. (Chalk)
Merck & Co. (Lanolin and Chlorophyll)
W. L. Montgomery & Co. (Wool Grease)
National Adhesives Corp. (Adhesives)
National Oil Products Co. (Emulsifier)
Rohm & Haas Co. (Insecticide Base)
Pylam Products Co. (Lathering Agent)

## SHIPPING CONTAINERS

(Corrugated and Fibre Boxes)
Gibralter Corrugated Box Co.

## SOAP COLORS

Fezandie & Sperrle
Pylam Products Co.

## SOAP DISPENSERS

Clifton Chemical Co.
Huntington Laboratories
Palmer Co.
U. S. Sanitary Specialties Co.

## SODIUM SILICATE

Grasselli Chemical Co.
Mechling Bros. Chemical Co.
Philadelphia Quartz Co.
Standard Silicate Co.

## SPRAYERS

American Can Co.
Breuer Electric Mfg. Co.
Continental Can Co.
Dobbins Mfg. Co.
Hudson Mfg. Co.
Lowell Sprayer Co.
Metal Specialties Mfg. Co.
Potato Implement Co.
William Vogel & Bro.

## STEEL CONTAINERS

American Can Co. (Pails)
Ohio Pail Co. (Pails)
Republic Steel Package Co.
John Trageser Steam Copper Works (Pails and Drums)
Wilson & Bennett Mfg. Co. (Pails and Drums)

## TRI SODIUM PHOSPHATE

American Cyanamid Co.
Bowker Chemical Co.
Grasselli Chemical Co.
Victor Chemical Works
Warner Chemical Co.

**Have you investigated the use of**

**ARLINGTON MILLS PURE WOOL GREASE**

*in the manufacture of*

TEXTILE SOAPS, OILS, and SPECIALTIES—ROSINED SOAPS — COMPOUND GREASES — SALVE BASES

For superfatting cheap toilet soaps, mechanic's pastes, etc.

Clear, light, olive brown,—over 50% saponifiable. A low cost product,—sells under 4½¢ per pound.

*Send for a sample to try out.*

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When You Want To

—get a position
—hire a new man
—sell surplus equipment
—buy used equipment

or when you want to get in touch with the entire soap, disinfectant and insecticide industry for any other reason, use classified advertising in

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Rates:

10c per word, $2.00 minimum
5c per word, $1.00 minimum
for positions **wanted.**

**STEEL DRUMS**

***That are built to last!***

***The BEST Containers for***

LIQUID SOAPS
DISINFECTANTS
CLEANSERS
ESSENTIAL OILS
VEGETABLE OILS
CHEMICALS
GLYCERIN
ETC.

***Black, Galvanized, Tinned***

30-55-110 gal. sizes

Sturdy and long lasting, the Trageser heavy duty steel drum will be carrying your materials to market long after cheap containers have found the junk pile. Order a sample drum.

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GRAND STREET MASPETH, L. I., N. Y.
***Special tanks, tubs, pails, etc.***

**bulk soft soap**

**For the trade**

Liquid Soap Base
Auto Soap
Oil Soap
Liquid Soap
Pine Oil Soap
S. P. Green Soap
Shampoo Base, etc.

Harley soft soaps are made right and are priced right. Send us your next inquiry for any of the above and a sample and quotation on your requirements will prove this statement.

**HARLEY SOAP CO.** 2852 E. PACIFIC ST. PHILADELPHIA

Say you saw it in SOAP!

# F. & S.
## Quality Colors *for* SOAPS

Long experience enables us to produce colors for all types of soaps.

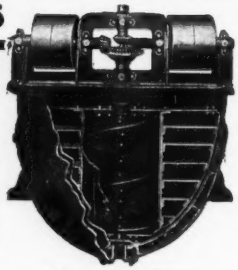
If you have a shade you want matched send us a sample. We have complete facilities for matching.

Liquid soap colors a specialty — send for samples of F. & S. greens and ambers.

**FEZANDIE & SPERRLE, Inc.**
**205 Fulton Street New York**
***Import - Manufacture - Export***



# Thorough Mixing for Heavy Soaps



Style "A-D" Mixer.

For oil soaps, and other heavy soap specialties, typical Dopp mixing speed and dependable operation are available.

In the Dopp Style "A-D" Mixer the screw carries the soap to the top, and the paddles help to force it back to the bottom. Adjustable spring steel scrapers scrape clean at each revolution the entire inside surface covered by the sweep. This scraping action materially cuts down the time required for heating and cooling.

**Made in all sizes from 5 to 1000 gallons. Double drive for reversing the screw when desired. Write for Catalog 7-A.**

**SOWERS MANUFACTURING CO.**
MANUFACTURERS OF DOPP EQUIPMENT FOR HEATING, COOLING AND MIXING
1296 Niagara St. Buffalo, N. Y.
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*Seamless* **DOPP** *Leakless*


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**Liquid Kontakt** *for High Grade Fats*

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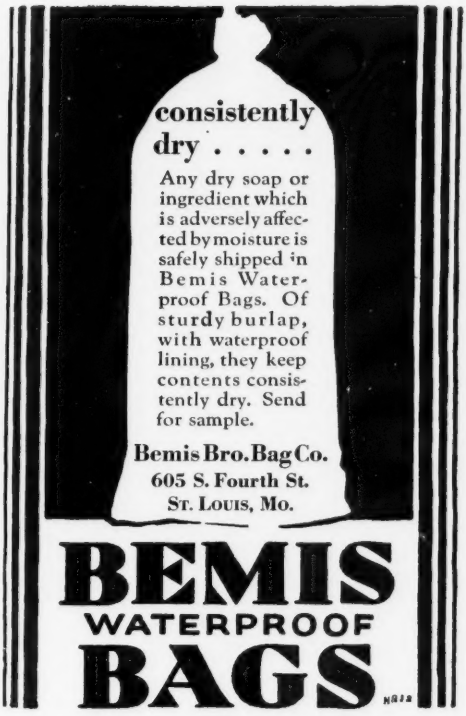
**THE TWITCHELL PROCESS COMPANY**
CINCINNATI OHIO

PROCESS


consistently dry . . . . .
Any dry soap or ingredient which is adversely affected by moisture is safely shipped in Bemis Waterproof Bags. Of sturdy burlap, with waterproof lining, they keep contents consistently dry. Send for sample.
Bemis Bro. Bag Co.
605 S. Fourth St.
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BEMIS
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BAGS

SOAP POWDER

Fluffy and Heavy

Scouring Powder
and
Detergent

*Packed in barrels or kegs.*
*In bulk to the trade.*

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**MECHLING'S SILICATE OF SODA**

Leading brands of soap have proved the value of incorporating this remarkable detergent in increasing amounts.

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on everything of interest to manufacturers of soaps, disinfectants, polishes, insecticides and related sanitary products . . . . .

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A MONTHLY JOURNAL READ BY ALL SOAP-MAKERS, ESSENTIAL OIL DISTILLERS, PERFUME MANUFACTURERS, ETC.

**THE RECOGNISED ORGAN OF THE BRITISH SOAP INDUSTRY**

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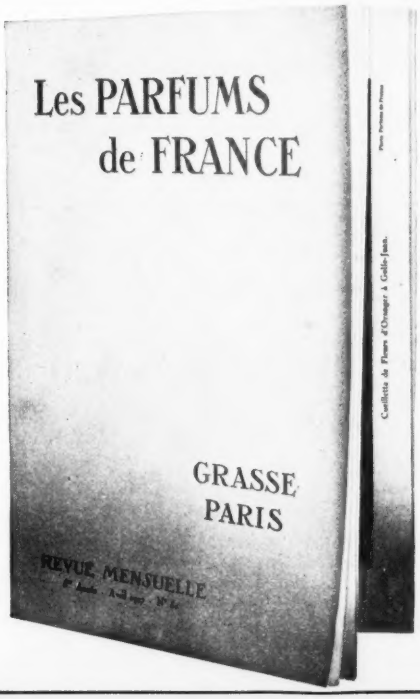
**LONDON, ENGLAND.**

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**. . . neither can you reach the whole world by advertising in one magazine . . .**

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is regularly subscribed to by most of the large drug and pharmaceutical manufacturers in the United States, but we do not consider this a reason to claim that the magazine covers the drug industry. SOAP is not a drug publication.

**SOAP and the Insecticide & Disinfectant Review**

is regularly subscribed to by many large woolen, cotton and silk mills in the United States, but we do not consider this a reason to claim that the magazine covers the textile industry. SOAP is not a textile publication.

**SOAP and the Insecticide & Disinfectant Review**

is regularly subscribed to by many large perfumery and cosmetic manufacturers in the United States, but we do not consider this a reason to claim that the magazine covers the perfumery industry. SOAP is not a perfumery publication.

**SOAP and the Insecticide & Disinfectant Review**

is not a textile, drug, perfumery, hardware, or rubber paper. There are papers specializing in these individual fields.

**BUT**

**SOAP and the Insecticide & Disinfectant Review**

is regularly subscribed to and read by practically every manufacturer of soaps of all kinds, disinfectants, fly sprays and insecticides in the United States and Canada, and is the *only* magazine which completely covers these groups.

SOAP is doing a real job in its own field, and is not attempting to sprawl all over the map in coverage claims to coax in advertising which has no logical place in the magazine. SOAP adheres strictly to the principle that "one blanket cannot cover ten beds." And the next time you hear a story of advertising coverage which sounds too good, too big and broad to be true, inquire among a few of those who are supposedly "covered."

Ask any house in the soap, disinfectant and insecticide fields, what magazine *they read!*

# Soapmakers Oils

OUR ability to supply you with the finest quality soap perfumery oils is not a matter of conjecture.

For over a generation the House of Ungerer has been recognized as headquarters for these materials and we value this distinction highly.

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OIL LAVENDER SPIKE—U. S. P.
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OIL LINALOE MEXICAN
OIL PATCHOULY
OIL PEPPERMINT, NATURAL—U. S. P.
OIL PETITGRAIN, S. A.
OTTO OF ROSE D'OR
OIL VETIVERT
OIL YLANG YLANG

# Ungerer & Co.

NEW YORK

*"Our quality is always higher than our price."*

# HOUCHIN

*American*

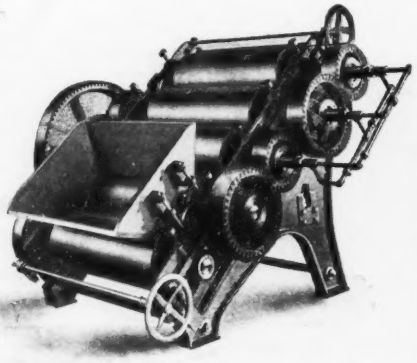
## Mills and Plodders

*for*

## American Toilet and Flake Soaps

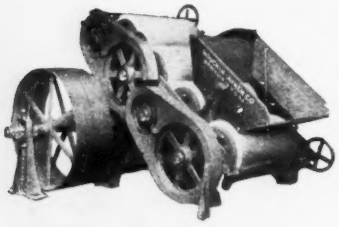
MILLS with three, four or five Granite or Chilled Iron Rolls. PLODDERS with two and one-half, four, six, eight, ten or twelve inch Screws.

Our chilled iron rolls are made by the WORLD'S LARGEST MANUFACTURER of rolls and



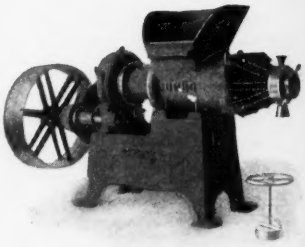
*5-Chilled Iron Roll Mill*

are considered the BEST OBTAINABLE—MACHINED INSIDE AND OUTSIDE. Mills are made with extra large shafts, bronze bushed oil tight bearings, heavy cut cast iron gears with herringbone driving gear and pinion.



*4-Roll Mill*

America's
Leading Soap
Machinery House
*Invites*
*Your Inquiries!*



*10" Plodder*

**HOUCHIN MACHINERY CO., INC.**

FORMERLY HOUCHIN-AIKEN CO., INC.

HAWTHORNE NEW JERSEY

# SOAP MACHINERY